

The Weather

New York City and vicinity: Sunny but comfortable. High temperature of 80 to 85. Gentle to moderate winds. Yesterday's temperature range to 9 p.m.: High 75, low 67.

THE WALL STREET JOURNAL

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Farm Revolution

More Poultrymen Shun Market Risks, Raise Chickens for Others

Feed Dealers and Hatcheries Finance Flocks; Climbing Output Keeps Prices Low

Mr. Lokey No Longer Frets

BY RAY VICKER

Staff Reporter of THE WALL STREET JOURNAL
SALISBURY, Md. — Shirt-sleeved Isaac Louis, a stocky ex-truck driver, leans against the chicken wire on the side of a coop on U.S. Highway 50 east of town, and points to the flock of four-week-old chickens scratching on the sawdust floor.

"I'm taking care of 20,000 birds," he says. "That's about all we can handle." He stares across the moving sea of white bodies which fills the floor of the coop and adds: "I'm only raising them. They're owned by a big firm near here."

Hard working Mr. Louis is a participant in a development in farm finance which the conservative American Farm Bureau Federation

Congressmen and Administration officials are pondering a sweeping new approach to the problem of America's farm economy. This is the third of several articles examining the vast changes taking place on both subsidized and unsubsidized farms.

says "has induced changes in an agricultural enterprise with no equal in this generation."

"There is hardly any poultry growth by independents in this area any more," says sun-dried Paul Croll, president of Carolina Poultry Farms, Inc., Federalsburg, Md. The company is a major broiler processor here on the Del-Mar-Va peninsula—one of the largest broiler producing areas in the country.

The vast majority of Del-Mar-Va broilers now are being raised under some form of credit or contract arrangement, with the risks being underwritten by feed dealers, feed mills, processors or hatcheries, which usually hold title to the chickens. And the same is true in Georgia, Texas, Maine, Alabama, North Carolina and other places where broilers are produced.

Finance plans vary widely. But, basically, a feed mill or dealer will provide a farmer with chicks, feed, medicine and other production supplies. The farmer need only furnish a chicken house and his labor and he is in business. He usually gets either a fixed fee per chicken or a percentage of any profits with the sponsor absorbing any loss.

Such programs have the same appeal for security-conscious chicken farmers that the price-prop program holds for many growers of other crops: It offers insulation against the risks of the marketplace. But private enterprise, not the Government, is providing the protection.

This reduction of risk also is helping to speed a development among poultrymen that's found in the farm economy in general: Rising output, lower unit costs and a consequent threat to the economic survival of those who resist the trend toward high-volume, low-cost operation.

"Since many contracts guarantee a producer against loss, he is inclined to continue producing as long as his financial backers are willing to furnish the feed and chicks," says Kenneth Hood, assistant secretary of the A.F.B.F.

Consumers are benefiting from the trend toward lower prices. "Chicken has changed from a Sunday luxury to a readily available, reasonably priced every day food for all groups," contends Oscar Straube, president of Pay Way Feed Mills, Inc., of Kansas City, Missouri.

Prices Still Low

Last year, chicken meat was the cheapest it had been in 15 years. Farmers received 19.8 cents a pound for their broilers, down from 22.2 cents in 1955 and the recent high of 36 cents in 1948. Prices continue low. The U.S. Department of Agriculture reports prices at the farm averaged 20.7 cents a pound on June 15 compared with 20.2 cents a year earlier.

Low prices reflect rising production. In 1957, Federal forecasters predict enough chicken will go to market to provide 24.7 pounds for each person in the U.S. That would mean one pound of chicken for each 8.4 pounds of beef, pork, veal and lamb consumed. In pre-war 1935-39, only 13.4 pounds of chicken were consumed per capita, or one pound for each 9.5 pounds of red meat.

It isn't only because of its impact on lovers of fried, baked, or fricassee chicken that credit deals are being watched by farm leaders. Farm Bureau officials report that the financing pattern of growers feeding stock for somebody else is showing up in turkey and egg raising, too, with traces of it appearing in hog and beef fattening operations.

"If this continues to spread, it could have far-reaching effects on agriculture," says Mr. Hood, of the A.F.B.F.

Feed credit plans have been available for many years. But it was in the postwar period that competition for feed sales encouraged dealers to go deeper into the chicken business. Some processors began to stake growers to assure steady supplies to plants, while hatcheries turned to financing to sell more chicks.

Prior to this development, the various phases of the chicken business—egg production, egg hatching, broiler raising, feed milling and processing—were independent operations. Since 1950 there has been an accelerated trend toward integration, with a big operator combining two or more operations under one management, then signing up a crew of once-independent growers to raise his broilers.

Net result has been the application of mass production technology to the chicken coop. High production resulted in lower priced chicken, a factor that currently is speeding up the integration trend still more.

"Independent producers who receive 20

What's News—

Business and Finance

TIGHT MONEY policies can be "overdone," Secretary Humphrey told Congress. The Treasury chief indicated he opposed any increase at this time in the Federal Reserve's 3% discount rate—the fee charged on borrowings by member banks. Mr. Humphrey gave his views in continuing his testimony before the Senate Finance Committee's study of Government fiscal policies. "We are better off where we are now than we would be with a change in the discount rate," he asserted. Mr. Humphrey noted that the Federal Reserve Board, not the Treasury, makes the decision. However, the Treasury is usually consulted on the matter.

Atomic energy development for electricity production may get additional financial assistance from the Government. Democrats in Congress have decided to push a new program for Federal construction of nuclear reactors.

Majority members of the House-Senate Atomic Energy Committee will add to a pending bill to authorize the A.E.C. program for fiscal 1958 a provision for Government construction and operation of four small commercial atomic power reactors. The move will give committee Democrats a lever to attempt to pry A.E.C. Chairman Lewis Strauss loose from his stand against Government construction of large-scale power plants.

Crop production this year will drop to the lowest level since 1951, the Agriculture Department predicted. It ascribed the prospective decline to soggy weather and acreage retirement under the soil bank program. Judging from July 1 conditions, the agency said, total crop output will slip to 99% of the 1947-49 average, from last year's record matching 106%.

Fifty big companies increased their share of the nation's manufacturing business to 23% in 1954, from 17% in 1947. These figures were set forth in a report on economic concentration of which the Senate Anti-Monopoly subcommittee gave newsmen a preview.

Though the study won't be officially released until next week, the U.S. Chamber of Commerce attacked it, declaring rising concentration, if it does exist, doesn't necessarily mean decreasing competition.

Cement industry labor troubles broadened. Following collapse of negotiations to settle the current dispute over wage and fringe benefit increases, the A.F.L.-C.I.O. Cement Workers called out 1,200 employees of General Portland Cement's seven plants in the South. This brought to 16,000 the number of men striking some 75 cement plants throughout the U.S.

Retail coffee prices are being cut four cents a pound today by leading grocery chains. Firms taking the step include A. & P., Grand Union and H. C. Bochack Co. The reduction was attributed to lower prices for Brazilian green coffee.

Standard Oil Co. (N.J.) showed a rate of earnings improvement over a year ago in the second quarter somewhat similar to that of the first quarter, said Eugene Holman, chairman. Following the pattern of last year, however, second quarter profits declined from the preceding three months, due to seasonal factors as well as higher payroll and other operating costs.

The Federal Court trial of Teamsters Vice President James Hoffa and lawyer Hyman L. Fischbach was delayed after Fischbach's attorney, Daniel P. Maher, suffered a heart attack. The judge will rule today on granting further postponement or a mistrial in the case of Fischbach or both defendants. They are charged with bribery to obtain McClellan committee data.

Hildy McCoy, born in the Roman Catholic faith, became the legal daughter of a Jewish couple who reared her. A circuit judge in Miami, citing consideration for the six-year-old girl's welfare and happiness, approved her adoption by Mr. and Mrs. Marvin Ellis. After Massachusetts refused to allow adoption, the state filed kidnapping charges against the couple, but Florida Gov. Collins ruled against extradition.

Russia has invited new discussion on the U.S. proposal for a 10-month suspension of nuclear bomb tests, according to informants at the London disarmament talks. Russian delegate Zorin, urging U.S. representative Stassen to elaborate his argument, was quoted as saying: "Perhaps you can convince us."

The Hells Canyon bill was stymied again when the House Interior Committee failed to muster a quorum for a meeting. But by staying away, Democratic backers kept the measure alive for the time being. They conceded their chances of winning approval for the high Federal dam on the Snake River were slim.

Six people were killed when a Lockheed L-101A plane crashed on takeoff at King Salmon on Bristol Bay, Alaska. The victims included Charles Vose, a Virgin Islands businessman and owner of the two-engine plane.

United Air Lines—Flew 493 million passenger miles in June, a 3% gain over a year ago and the largest for any month in United's history.

Markets— Rayonier, Inc.—Will close its chemical cellulose mill at Shelton, Wash., August 9 for an "indefinite period." Officials said cellulose grades turned out there have been supplanted in cellophane production by newer grades.

Union Carbide Corp.—Linde division increased the price of oxygen for industrial cutting seven cents per 100 cubic feet in cylinders, effective August 1. The bulk quantity price will not be changed.

United Air Lines—Flew 493 million passenger miles in June, a 3% gain over a year ago and the largest for any month in United's history.

Stocks— Volume 2,880,000 shares. Dow-Jones industrials 519.81, up 0.66%; rails 152.42, up 1.67%; utilities 71.30, off 0.21%. London—Financial Times common share index 207.5, off 0.1.

Bonds—Volume \$4,285,000. Dow-Jones 40 bonds 86.96, up 0.01; high grade rails 87.16, off 0.11; speculative rails 85.27, up 0.25; utilities 86.11, off 0.18; industrials 89.31, up 0.07.

Commodities—Dow-Jones futures index 161.34, up 0.23; spot index 164.80, off 0.11.

Earnings—
—Net Income—Per Com. Shr.
Quarter: June 30: 1957 1956
American Telephone \$167,900,000 \$153,257,301
3 mos. May 31: 1957 1956
2,612,197 2,722,853
Kans. City Southern 2,763,219 2,722,853
9 mos. May 31: 1957 1956
1,982,459 1,984,477

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High production resulted in lower priced chicken, a factor that currently is speeding up the integration trend still more.

"Independent producers who receive 20

Please Turn to Page 7, Column 2

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Procter & Gamble turns the tide against unexpected fire with Grinnell Sprinklers



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Cement Industry Hit by New Strike As 1,200 Go Out at General Portland

Walkouts Involve Union
Demand for Retroactivity,
"Subcontractors Clause"

A WALL STREET JOURNAL NEWS ROUNDUP
The cement industry was hit by new walkouts of workers.

Toney Gallo, secretary-treasurer of the striking United Cement, Lime and Gypsum Workers International Union, said 1,200 workers at seven plants of General Portland Cement Co. will be off the job by today following breakdown of bargaining sessions.

Only General's Miami, Fla., plant was idle yesterday, but the company's other plants will be closed down after various work turns leave the plants. The mills are located in Tampa, Houston and North Chattanooga, Tenn., and three are in the Dallas-Ft. Worth area.

Major Stumbling Blocks

Major stumbling blocks were a union demand that any settlement be retroactive to May 1, expiration date of the old contract, and the inclusion of a controversial "subcontractors clause" in the new agreements. Until today, General's plants had operated without a contract. No new talks are scheduled.

The latest walkouts brought to 16,000 the number of men striking some 75 plants in the U.S. As the latest of a series of unsuccessful negotiations between major companies and the union, it also dashed whatever expectations management officials had of bringing union and company demands closer together.

"Our locals are more determined now than ever to win their demands," Mr. Gallo said. The demands were incorporated into an agreement reached last week between the union and Marquette Cement Manufacturing Co., Chicago, at the company's Oglebay, Ill., plant.

They include a 13.6 cent average hourly wage increase plus increases in work-turn differentials, improved vacations, premium pay for Sunday work and doubletime pay for work over 12 consecutive hours, contract retroactivity to May 1, and a clause forbidding company use of labor in cement plants other than union members if the manpower and equipment are available. The demands have a value of slightly over 16 cents an hour in labor costs.

Bargaining Sessions Scheduled

The only significant bargaining sessions scheduled are those between the union and Ideal Cement Co., Denver; Dewey Portland Cement Co., Davenport, Iowa, and Alpha Portland Cement Co., at the company's Martins Creek, Pa., plant. All are scheduled for today. The Alpha meeting was arranged by Federal mediators and was not requested by either the company or the union. It will be the company's first meeting with the union in over a month.

Ideal is the largest cement company set to negotiate with the union and the results might have an important bearing on future contract talks with other companies. Ideal has 14 plants 11 of which are organized by the union. Total capacity in 1956 was 23,500,000 barrels. Dewey has two plants with a 1956 rating of 5,600,000 barrels.

No other bargaining sessions, however, are set between major producers and the union. Company officials are meeting the union's proposals for a "pattern" contract for all companies as arranged with Marquette with the retort they are waiting for a "clarification."

of bargaining points in future talks and a detailed examination of those contracts agreed to by the union and four other smaller cement companies besides Marquette that have concluded new pacts.

Concerns Which Settled

These concerns are Missouri Portland Cement Co., St. Louis, two plants; Volunteer Portland Cement Co., Knoxville, Tenn., one plant; Aetna Portland Cement Co., Bay City, Mich., one plant and National Cement Co., near Birmingham, Ala., one plant.

Those companies whose bargaining sessions with the union in the last week have broken down are Lehigh Portland Cement Co., Medusa Portland Cement Co., and Penn-Dixie Cement Corp.

A striking union of the United Stone and Allied Products Workers, a smaller union, is voting on contract proposals at Penn-Dixie's Petoskey, Mich., plant, but the outcome, according to Mr. Gallo, is not expected to influence the United Cement Workers' stand.

Negotiations so far have broken down mainly over making new pacts retroactive and the "subcontractors clause." Company officials indicate that basic wage demands are the least difficult items to negotiate and Penn-Dixie reportedly has offered an average wage increase to workers at Petoskey of 13.7 cents an hour.

The agreements so far made by the union's locals have followed the Marquette contract in most points. There are some variations, however, which may prove important in later negotiations.

One of these concerns the union shop. It was an original demand made by locals in most plants. However, it is not part of contracts arranged with Marquette and Volunteer, who did not have the union shop in prior contracts. Those companies that did have it, Missouri Portland and Aetna, have provided for a union shop in the new agreements.

Most Contentious Issue

The other variation is the "subcontractors clause," probably the most contentious issue yet to be resolved in bargaining sessions. At one Marquette plant there was no reference to this clause; at another where the basic pact is being worked out, a variation was specified.

Though most cement plant contracts have such a clause in present contracts, one official said the Marquette version would remove the "discretionary authority" given management over hiring other concerns to do such work as repair, construction and even basic plant operations as quarrying. The union views the clause as guaranteeing continued industrial organization of workers in cement plants. W. A. Wecker, president of Marquette, has said the dispute over the clause is a matter of "semantics" and regards the union version as not restrictive of management "prerogatives."

Of the cement plants struck in the U.S. so far, 49 are operated by six of the largest cement companies. Here is a breakdown giving the number of plants operated, total company capacity and sales in 1956 and plants now struck. In the case of Lone Star Cement Corp., only approximate capacity is noted and no figure of 1956 U.S. sales are available since the company does not break down U.S. and foreign sales. Slightly more than \$60 million barrels of cement were produced in the nation in 1956.

(a) Universal Atlas is a subsidiary of United States Portland Cement Co. and sales are not available. (b) Lone Star in 1956 had sales over \$60 million the bulk of which came from U.S. operations.

Company	Plants	Capacity Plants (barrels)	1956 Struck (millions)	1956 Sales
Universal Atlas	10	33.5	5	(a)
Lone Star	14	32.0	7	(b)
Lehigh	14	27.4	1	975,805,000
Dewey	10	26.0	1	848,472,000
Alpha	9	13.0	8	834,777,000
Medusa	7	11.5	6	829,429,000

In addition, General Portland's plants have over 17.5 million barrels of cement capacity and its 1956 sales totaled \$43,103,392. Two of Lone Star's plants, both in Washington State, have been idle since May 1 and the nine Penn-Dixie plants have been out since May 16, in the first large-scale walkout of the strike. Four Universal Atlas plants have contracts with the United Steelworkers union and are unaffected while one plant, at Waco, Texas, has a contract with the Cement Workers Union that expires July 31.

Lone Star officials state that several of the seven plants now operating have contracts with the Cement Workers which expire at different times between the end of July and October.

In New York, the \$400 million a year construction industry is slowly coming to a halt as a result of the dwindling cement supply and a strike of three building trades unions now in its eleventh day. A further threat of a strike of 1,400 building materials truck drivers is hanging on a strike vote tally to be announced today.

Spokesmen for the Building Trades Employers Association and large contractors say concrete pouring will halt next week if the national strike is not settled. New York's cement comes from Pennsylvania and the Hudson River valley of New York where all plants are idle.

Nearly 7,000 striking craft unionists in the steamfitters, sheetmetal workers and ornamental iron workers unions in New York and Long Island have rejected wage increases of 65 cents an hour. Twelve unions accepted the offer and five are working while negotiations take place.

California Building Strikes

By a WALL STREET JOURNAL Staff Reporter
LOS ANGELES—Strikes by 14,000 plumbers, hod carriers and sheet metal workers in southern California went into the eleventh day today with no talks between union and management leaders scheduled before next week.

Both sides in the sheet metal strike will get together Monday and plumbing workers will meet with employers Tuesday. No talks have been held or are scheduled in the hod carrier's dispute.

Construction work totaling about \$500 million has been slowed down by the strike so far.

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Hoffa Proceedings May End in Mistrial Because Of Attorney's Illness

Maher's Absence Brings Case to Halt; Judge to Decide Today Among 3 Alternatives

WASHINGTON—Teamster Vice President James Hoffa has a chance a mistrial may be declared in court proceedings on the bribery and conspiracy charges against him.

The possibility of the mistrial arose when Daniel Maher, attorney for Mr. Hoffa's co-defendant, Hyman Fischbach, suffered a recurrence of a heart ailment and could not show up for the proceedings yesterday.

The entire day was spent by lawyers on both sides and Judge Burnita Matthews deciding what should be done.

Judge Matthews indicated she would take some action this morning.

She apparently has three courses of action: She can declare a mistrial for both defendants, which would mean Mr. Hoffa and Mr. Fischbach would be retried at a later date. She could declare a mistrial for Mr. Fischbach and let the proceedings against Mr. Hoffa continue, or she could merely delay the case until Mr. Maher can return.

There was some controversy over just how sick Mr. Maher is. Assistant U. S. District Attorney Edward Troxell had a doctor examine Mr. Maher and said he reported that the lawyer's ailment, cardiac arrhythmia, is not serious. The Government's doctor, Mr. Troxell, said, reported that there was no real heart injury and that Mr. Maher could probably return to the case after several days rest.

Mr. Fischbach, himself a lawyer, told the court his report from Mr. Maher's own doctor was that complications might arise if Mr. Maher returned to the case without a long rest.

Asked if he felt he could defend himself, Mr. Fischbach said no. Judge Matthews indicated she might grant at this time an earlier motion by Mr. Fischbach for severance of his case from Mr. Hoffa's. She gave Mr. Fischbach until this morning to decide whether he wanted to do this, which in effect would be a mistrial for himself alone, or merely ask for a continuance.

Meantime, the Teamsters announced the long-delayed Executive Board meeting, at which "clean-up" forces under Secretary-Treasurer John English hope to oust President Dave Beck, has been set for August 5, in Los Angeles.

The meeting has twice been delayed for the express reason that not all board members

could be there. It is known that Mr. English has been trying to get a meeting called since mid-June to try to force Mr. Beck from office.

But Teamster officials now admit that with each delay, the task of prying the Teamster chief out of office has gotten harder. One aide said a recent speech by AFL-CIO President George Meany in which he demanded Mr. Beck be bounced immediately, actually com-

plicated the task.

"These Teamsters officials are a funny bunch," he said. "They don't like someone telling them what to do. Beck may be a so-and-so, but he's their so-and-so." This source said the closeness of the board meeting to the Teamster convention, which will elect a new president, makes it even harder to rally the support to oust Mr. Beck.

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Humphrey Opposes Rise in Reserve's Discount Rate Now, Says High Interest Charges Can Be "Overdone"

He Favors Clearing House to Coordinate Credit Policies Of Federal Agencies

By a WALL STREET JOURNAL Staff Reporter

WASHINGTON—Treasury Secretary Humphrey indicated he is opposed to any further increase at this time in the Federal Reserve Board's discount rate.

Mr. Humphrey's disclosure puts on public record a view known to be held by the Administration's top economic strategists. White House advisers are understood to feel no further restrictive action is needed at present.

The Treasury chief's view slipped out in questioning before the Senate Finance Committee. In other highlights of his 12th day of testimony, Mr. Humphrey also told the lawmakers he felt high interest rates can be "overdone," and a sort of clearing house to coordinate the credit policies of Federal agencies might be desirable, but would be hard to set up.

Discussion of the discount rate arose when Sen. Anderson (D., N.M.) asked the Secretary if anything should be done about the fact that the discount rate—the fee charged member banks when they borrow from the reserve system—has been below the interest rate the Treasury has been paying on 90-day bills in recent weeks.

Mr. Humphrey replied: "We are better off where we are now than we would be with a change in the discount rate." He pointed out that the Federal Reserve Board and not the Treasury makes the decision. However, the Treasury is usually consulted on such decisions, and there is liaison with the White House through the Council of Economic Advisers.

But the Federal Reserve Board, for the time being, has adopted a wait-and-see attitude. Inflation has been the chief target of reserve board credit policies for the past couple of years. Early this year, however, the board detected some signs the economy might be headed into a decline. So, it shifted from a policy of active credit restraint to what was termed a "passive" policy—that is, letting market forces operate more or less freely to determine conditions.

Interest Rates Rose

Since then, interest rates generally have moved higher. But, up to now, the system has refrained from following the upturn with another increase in the discount rate. One reason for this reluctance, apparently, is that member bank borrowings from the system have not been unusually heavy this spring. Therefore, while another discount rate increase certainly would have an important psychological effect, there's been some doubt as to the practical effect of such an action.

As things stand now, the Reserve Board is likely to take no action on the discount rate at least until late next month. That's because the Treasury next week is expected to announce terms of a major refinancing of securities coming due in August. The Reserve Board prefers not to take any action that might disturb the money market while the Treasury is conducting debt operations.

After the Treasury wraps up the August refinancing, its debt managers hope they won't need to come to market again until late September or October. That would provide an

opportunity for the Reserve Board to act, if it decided any further credit restraints were necessary.

However, there's no indication as yet which way the board will decide. The fact that it has not acted in recent weeks suggests some hesitancy.

Mr. Humphrey has been generally in favor of the Reserve Board's policy of credit restraint, although on at least one occasion he opposed a specific boost in the discount rate. Often in the past, the Reserve Board has boosted the discount rate above the going interest the Treasury paid on 90-day bills in order to eliminate any incentive for member banks to borrow from the Reserve System, then turn around and lend this money to the Treasury at a quick profit.

The Treasury chief's brief comment on the present discount rate level was thrown out almost as an aside. Sen. Anderson did not pursue the point, and Mr. Humphrey did not explain the reasons for his view. But officials close to him said he felt inflationary pressures were being lessened at least to some extent by the growing number of industries in which commodities are moving into positions of surplus from shortage situations. Some metals and automobiles are examples.

White House economists are also understood to feel that Federal Reserve credit restraints over the past two years are now beginning to have a marked effect. Officials point out that wholesale prices have stabilized in the past few months and hold out hope that consumer prices may also level off. The economic strategists also note the growth in business spending for new plants and equipment has begun to level out this year.

Concern Over Home Building

As a collateral consideration, officials fear further credit restrictions might choke off the upturn in home building which they now see beginning. The depressed rate of new housing starts over the past year or so has been a source of chief concern to the Administration. Builders blame the housing slump primarily on the lack of mortgage money. Now, officials see the rate of new housing starts turning up, and they feel the rise will continue as long as the flow of mortgage money is sufficient.

Despite the indications that current inflationary pressures may be easing, the White House has not taken the firm view that inflation is the chief danger to economic stability over the long run. But officials feel no action is needed right now.

In the committee questioning on high interest rates, Mr. Humphrey agreed they would be "overdone."

Mr. Anderson ticked off five different years—1873, 1893, 1907, 1920 and 1929—in which the U. S. suffered economic difficulties after a steady buildup in interest rates. He then asked the Treasury Secretary if there were any periods in U. S. history when climbing interest rates were not followed by a depression or milder economic ills.

Mr. Humphrey said he couldn't think of any offhand and commented, "I am perfectly ready to admit you can overdo it."

He went on: "I don't think anybody is wise enough to completely manage an economy of 175 million people. There are forces at work in an economy that size that are so great and complex that nobody can know exactly what to do to manage the economy."

"I don't believe the government will be

able to hold its hand upon the lever and manage it into a gnat's eye all the time."

Mr. Humphrey said he did think, however, "when enthusiasm grows, if they can be restrained, there will not be a drop to such depths as they would have done if no restraints were used."

In the present situation, Mr. Humphrey declared, he thought up to now that tight money policies had not yet markedly slowed down economic activity. "It can be done," he said, "but I don't think it's happened."

At another point, Mr. Humphrey agreed with Sen. Anderson that some effective way should be found to coordinate credit policies of Federal agencies to keep them from undoing the effect of the Administration's overall economic policy.

The Treasury Secretary said any agency set up to do this however, could be effective "only if it had such authority so that Congress could not pass laws contrary to policy and if the executive branch also would not interfere." Under those conditions, he added, "an effective clearing house would be desirable."

Economic Coordination Questioned

Mr. Anderson started the discussion by asking the Treasury boss if any attempt had ever been made to coordinate the economic activities of all Federal agencies. Replied Mr. Humphrey: "That's extremely difficult because of the different approaches they each take under the laws the Congress passes."

For instance, Mr. Humphrey said, the Housing Bill recently enacted by Congress provides for greater funds to pump into the housing market than the Administration sought. "As long as that sort of thing continues," he said, "you will have piecemeal policies" that tend to offset the Government's general policy.

"So it's possible for the Federal Reserve," commented Sen. Anderson, "to take the position it should restrain credit and then have it nullified by other agencies."

"In some areas," Mr. Humphrey agreed. "Then it might be desirable," the Senator pursued, "to have some agency to look over all the effects" of policies of individual agencies. Mr. Humphrey answered, "You're pursuing a worthwhile subject."

Sen. Anderson's questioning of Mr. Humphrey ranged over a wide variety of topics, but, for the most part, simply went over ground already covered in the Treasury Secretary's 11 previous appearances before the committee.

During yesterday's testimony Mr. Humphrey said, in effect, Government bond prices might decline a little while longer, but "on the other hand, there are some indications that lead you to believe a change is not too far away."

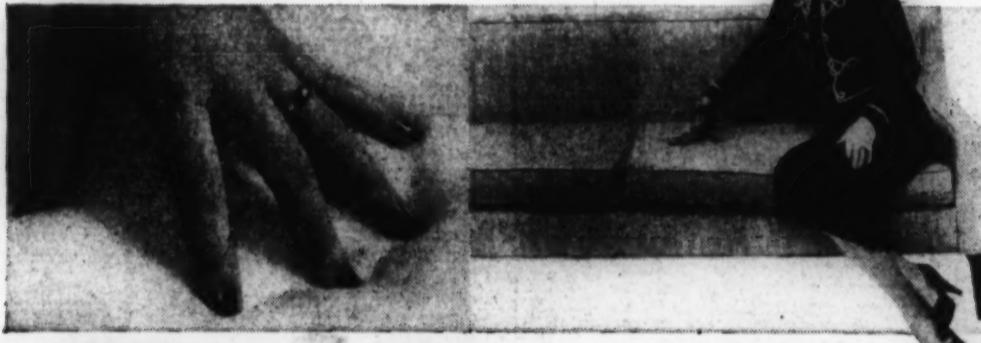
Declared that, looking back, the Treasury might have been wiser to lead the market even more than it did in its first 3½% long-term bond issue in the spring of 1953 and kept this policy up in order to shift more of the Government's debt to long-range issues. "I don't think that today you can sell 50-year bonds in substantial amounts at any price."

Conceded that credit restraint hurt some areas, such as the housing industry, more than others, but "after considerable and deep thought" saw no real way to even out the effects of such credit policies. He opposed selective credit controls.

Said he didn't know enough details to answer a question by Mr. Anderson if the steel industry missed a "wonderful opportunity" to put a rein on inflation by not absorbing higher costs and raising prices.

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Hells Canyon Vote Is Delayed by Lack Of Committee Quorum

By a WALL STREET JOURNAL Staff Reporter

WASHINGTON—A showdown vote on a Federal dam at Hells Canyon was delayed at least a week when Chairman Engle (D., Calif.) of the House Interior Committee called off a meeting on the ground a quorum of members wasn't present.

The committee's next scheduled session is next Wednesday.

Despite the postponement, opponents of the controversial measure were confident they could formally bury it at the next meeting. An Interior subcommittee last week rejected the Senate-passed measure by a 15 to 12 tally. Mr. Engle, a backer of the legislation, admitted then that some votes would have to be changed for the bill to have any chance of clearing his group.

After the chairman's action yesterday, Rep. Miller (R., Neb.), a leading foe of the bill to construct a high Federal dam at Hells Canyon, complained that Mr. Engle wielded a quick gavel. He said a quorum, or majority, would have been present a few minutes later.

However, the Nebraska lawmaker said he is "more certain than ever that we will kill" the bill next week. Some members who have been on the fence, he said, have come over to the side of the opponents.

The Administration has vigorously opposed Federal development of the power site where Idaho Power Co. has already started work on construction of three dams.

California Crude Production

LOS ANGELES—Crude oil produced in California in the week ended July 5 is estimated by the American Petroleum Institute at 929,103 barrels daily against 960,700 barrels for the like 1956 period.

THE WALL STREET JOURNAL Thursday, July 11, 1957

3

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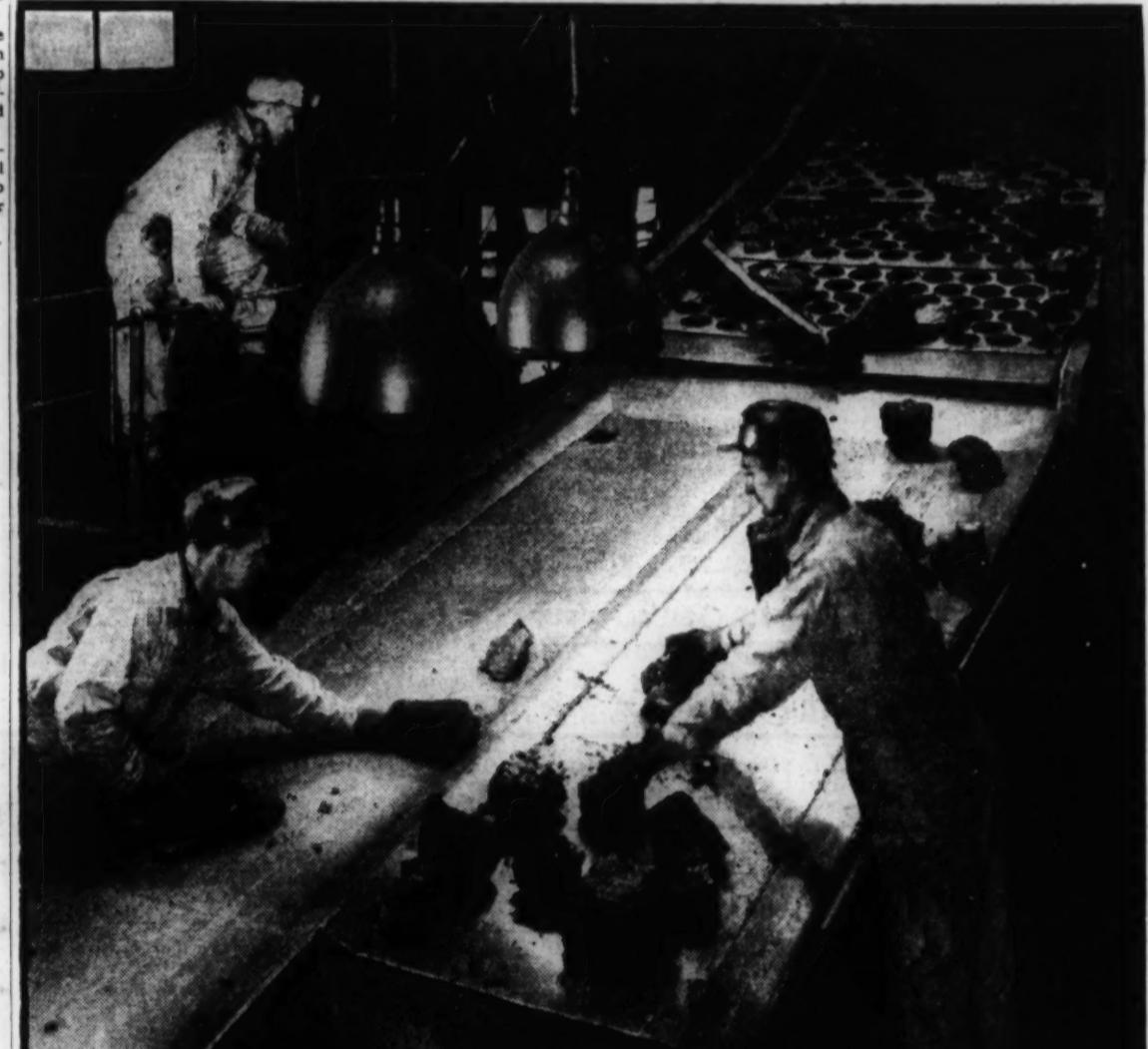
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New "Fishyback" Freight Ferrying Routes To Be Opened as Pioneer TMT Faces Suit

By a WALL STREET JOURNAL Staff Reporter
By a WALL STREET JOURNAL Staff Reporter

JACKSONVILLE — While a trailer-ferrying pioneer founders in rough financial waters, at least six other seafaring companies are either planning to enter the business or expand their current operations.

TMT Trailer Ferry, Inc., an East Coast trailer-ferrying pioneer, which began service in 1954, goes into court in Miami today to begin fighting an involuntary reorganization suit filed by a group of creditors. One of TMT's goals is salvaging ownership of a major asset, the TMT Caribbean Queen, a roll-on, roll-off vessel which carries loaded trailer trucks between Jacksonville and Puerto Rico. The system is sometimes called "fishybacking."

TMT's financial difficulties with trailer-ferrying are not deterring Pan-Atlantic Steamship Co., Mobile, Ala.

James K. McLean, Pan-Atlantic president, announced the company will expand its sea-land service in August when two new-type trailerships begin regular weekly sailings between New York, Miami, Houston and Tampa. Two additional trailerships are to go into service in October when New Orleans will be added to the ports of call.

New Ports of Call
Pan-Atlantic began sea-land service, its term for trailer-ferrying, between New York and South America last year with roll-on, roll-off cargo space on modified regular carriers.

The new trailerships, S.S. Gateway City and S.S. Azalea City, are of a lift-on, lift-off type. Cargo containers, the size of a truck trailer, are lifted off their wheels at dockside and stocked on the trailerships. At the destination, the containers are lifted off and onto wheels and are ready for movement on the highway.

The Gateway and the Azalea are the first of 10 C-2 cargo ships Pan-Atlantic plans to convert into trailerships, Mr. McLean said. Each trailership will have a capacity of 226 loaded, 35-foot trailers, which will be carried both above and between decks.

Unloading Takes Five Minutes
Two ship-mounted cranes, each with a lifting capacity of 60,000 pounds, can unload one trailer and place another aboard in about 5 minutes, Mr. McLean said.

"We believe the expanded sea-land service ushers in a new era of coastwise trade," he asserted.

Proponents of trailer-ferrying claim that it is a cost saving form of transportation because it cuts down the number of times cargo must be handled, reduces cargo damage and pilferage and has the advantage of lower water freight rates when compared with highway or rail rates. Mr. McLean said the lift-on and lift-off principle eliminates the need for special dock facilities required by roll-on and roll-off. Ship turn-around time also is reduced.

Operating Rights Sought
To further development of its intercoastal trailer-ferrying service, Pan-Atlantic is seeking the operating rights of S. C. Loveland Co., Philadelphia, which has not operated cargo vessels since World War II. Pan-Atlantic, a subsidiary of McLean Industries, Inc., is licensed to serve 16 Atlantic and Gulf ports, while Loveland has rights to all Eastern seaboard ports. An Interstate Commerce Commissioner has recommended that the I.C.C. allow Pan-Atlantic to acquire the Loveland rights for \$319,000.

Among the other shipping companies with plans for trailer-ferrying in various states of development are American-Hawaiian Steamship Co., Pacific Trailerships, Inc., Transportation Utilities, Inc., the Bridgeport and Port Jefferson Steamboat Co. and Boringen Steamship Co., a subsidiary of Ryder System, Inc., big truck rental and trucking firm.

Transportation Utilities, New York, says it has placed orders for two trailerships to be built by Ingalls Shipbuilding Corp., Pascagoula, Miss. Harry N. Moore, president of

Consolidated Foods Acquisition
BALTIMORE — The acquisition of Phillips Packing Co. Inc., of Cambridge, Md., by Consolidated Foods Corp. of Chicago became effective, according to a joint announcement by officials of the two companies.

Effective with the acquisition, the Phillips organization becomes the Coastal Foods Co. division of Consolidated Foods Corp.

Principal officers of Coastal Foods are: Alvan Phillips, Jr., chairman; Theodore Phillips, president, and James E. Glover, executive vice president and general manager.

While the new division of Consolidated Foods will continue all the Phillips operations, it was stated that "there is to be a prompt expansion of these operations and of the sales forces."

Terms of the acquisition provided for an exchange of 0.421 share of Consolidated common for each share of Phillips. The latter, which operates a number of plants in Maryland and Delaware, produces soups, meat products, vegetables and other canned and frozen foods. Consolidated is a canner, processor and distributor of foods.

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piece of paper are the names and addresses
of my pipe smoking friends. I enclose 35¢
for postage and handling.
Please Print Name and Address Below

Transportation Utilities, said the ships are to be completed in 1958 for service between Jacksonville and New York.

Pacific Trailerships has received preliminary permission from the Maritime Administration to build two trailerships to ply between Los Angeles and San Francisco.

Bridgeport-Port Jefferson Route

Bridgeport and Port Jefferson Steamboat has received preliminary Maritime Administration approval for trailership to operate between Bridgeport, Conn., and Port Jefferson, N. Y. A company spokesman said plans for the ship have been drawn and "if we can arrange the financing, we hope to contract for the building of this vessel early next year to be ready to operate early in 1959."

American-Hawaiian officials are expected to open negotiations soon for construction of either six or eight trailerships. The company hopes to operate the ships between New York, San Francisco and Los Angeles.

Boringen Steamship began operating about a month ago, offering service between Puerto Rico and Miami, Jacksonville and Savannah, Ga., duplicating to an extent the route of TMT between Puerto Rico and Florida.

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Bellanca Concedes Some Reports To SEC Might Have Been Faulty

**It Denies Intention of Deceit,
Says It Only Failed to Use
Proper Forms**

By a WALL STREET JOURNAL Staff Reporter

WASHINGTON — Bellanca Corp. conceded some of its reports to the Securities and Exchange Commission might have been faulty, but denied any intention of deceit, as the commission charged.

As the S.E.C. resumed its hearings on the New Castle, Del., concern's financial dealings, Milton S. Gould, Bellanca attorney, stated: "Our position is that there was a failure to report on proper forms but . . . that the derelictions which form the basis of these proceedings are offenses against, let us say, proper techniques." He denied "that all these things were done in an atmosphere of clandestine secrecy."

The S.E.C. presented its case against Bellanca as the hearing started up again yesterday after a two-month recess called because of conflicting engagements by some of the principals in the case. The hearings first opened on May 8, but were adjourned after only one session at which the commission put 53 documents in the record to back its charges.

In its list of counts against Bellanca, the S.E.C. alleges the company violated Federal securities laws by failing to file required reports showing full details of its complex financial transactions in 1955 and 1956 and by including "false and misleading" statements in financial reports and proxy soliciting material which it did submit to the commission.

The Finance Division's young attorney, Frederick Moss, started off by naming the Bellanca transactions which the agency claims

were either inadequately or inaccurately reported. He cited the company's intricate transactions with N. O. Nelson Co., St. Louis; Joplin Supply Co., Joplin, Mo.; Automatic Washer Co., Newton, Iowa; Bankers Life & Casualty Co., Chicago; Waltham Watch Co., Waltham, Mass.; Pierce Governor Co., Inc., Anderson, Ind.; Glenn Uranium Mires, Ltd., Ontario, Canada; Selby Shoe Co., Portsmouth, Ohio; Blue Star Airlines and Piascik Aircraft Corp., Philadelphia.

Arthur K. Rothschild, 40-year old treasurer of Bellanca, was called by the S.E.C. as the first witness. He was questioned closely about the identity of documents relating particularly to Bellanca's August, 1955, acquisition of 97% of the stock in N. O. Nelson and 5.5% of the stock of Joplin Supply Co. Mr. Rothschild was also queried on a \$4,500,000 6% promissory note allegedly placed by Bellanca with Maastan Co., a New York financing house, in August, 1955, to help with the purchase of N. O. Nelson. The Bellanca treasurer simply recited the nature of most of the documents and explained his views of the accuracy of their contents.

Later in the session, Mr. Rothschild was asked why the report disclosing certain Bellanca transactions with Bankers Life, Waltham Watch and other concerns late in the spring of 1956 had not been filed with the S.E.C. He replied a rough draft of the proposed report had been drawn up but that was "the last I heard of it." The Bellanca official added he "assumed that whoever handles (S.E.C.) filings knew a great deal more about it than I did."

The hearings were marked by some sharp interjections by Mr. Gould while Mr. Moss stated the S.E.C.'s specific charges and questioned Mr. Rothschild. At one point, Mr. Gould told Mr. Moss, "if you didn't understand . . . that is a defect of your intelligence." The hearing examiner, James Ewell, then admonished Mr. Gould, saying "I don't think there is any need for the hearing deteriorating into personalities."

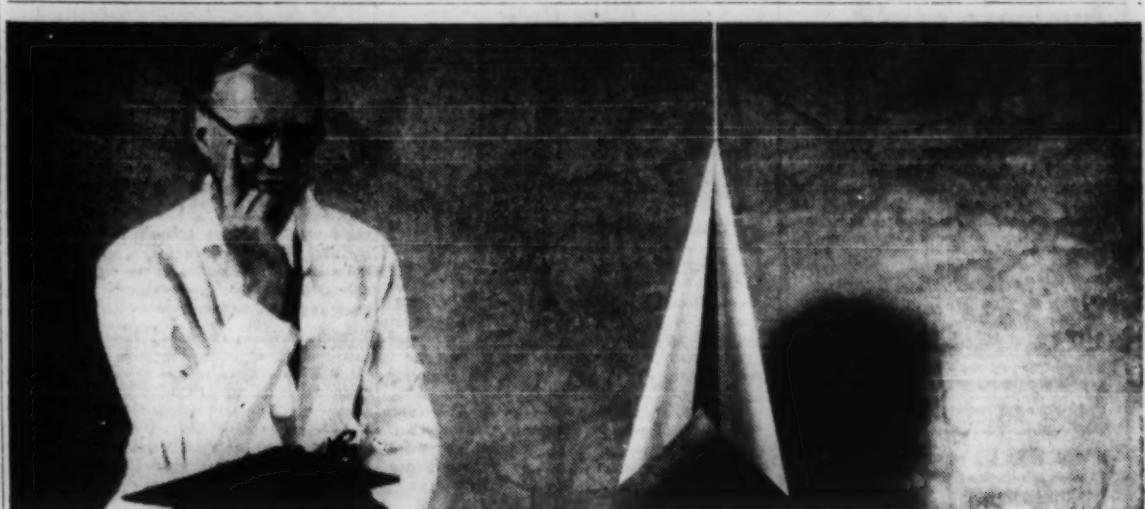
Television-Electronics Fund

CHICAGO — Television-Electronics Fund, Inc., reported an increase in total net assets to a record \$155,073,811 on June 30, against

\$128,181,192 on the like date a year earlier.

Net asset value per share of the fund was \$12.46 on June 30, against \$11.96 a year earlier, after a 55.7-cent per share deduction paid in

realized capital gains. The fund had 12,443,808 shares outstanding June 30, against 10,713,875 on June 30, 1956.



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Printers, publishers and the graphic arts are "family" to Ray Matson. His father was engaged in the industry for more than 50 years. In business Ray has learned about everything from saddle-wire stitching to offset presses; in private life he collects Currier and Ives prints.

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In July



DON'T MISS

HOW SECOND HALF LOOKS

New survey just completed by Nation's Business reflects general optimism about the business prospects for the second half of 1957. Some doubts show up in mining, construction, railroads, and machine tool manufacturing. Page 28.

BUDGET CUTS DON'T CHECK SPENDING

Many Congressional budget cuts are bookkeeping technicalities, with no effect on actual spending. Spending authority carryovers, extra funds voted later, and Congressional authorization of new spending programs—all combine to keep spending high. Page 25.

HOW TO ORGANIZE FOR GROWTH

The answers to three key questions tell you what your firm should do to organize for growth, when, and how. In today's competitive market, a vitally important subject. Page 42.

YOU'LL HIRE THIS MAN IN '65

Business school curricula are being reshaped to produce a new kind of graduate: the specialist-generalist, skilled in many trades and master of at least one. Read the opinions of leading business school deans in the article starting on page 34.

NEW WAY TO USE FACTS

Six-part course developed at De Paul University is training management in the methods for focusing on problems, effectively defining the problems, and efficiently reaching decisions on them. Page 74.

For a sample copy of July Nation's Business, write on your business letterhead. Not sold on newsstands; available to business men by subscription only—\$18 for three years.

Nation's Business means Action in Business

Dept. 112, Nation's Business, 1615 H Street, N.W., Washington 6, D.C.

Washington at Work

White House

Cotton Sale: President Eisenhower signed a bill (H.J. Res. 172) to authorize the sale of 50,000 bales of long staple cotton no longer needed by the national stockpile, declaring the sale would have no adverse market effects and noting the action did not set a precedent for future stockpile disposal activities.

Congress

Truck Stock: The Senate Commerce Committee adopted, with a slight change, a House-approved measure (H.R. 3625) to prevent evasion of Interstate Commerce Commission regulations on issuance of securities by truck companies that set low par values on their stock. The bill would consider the "fair market value" of the stock to see if an issue is large enough to come under I.C.C. regulation.

Rail Reorganization: The Senate Commerce Committee approved a House-passed bill (H.R. 3775) aimed at preventing small groups of minority stockholders from blocking a railroad-distributed reorganization plan deemed worthy by the Interstate Commerce Commission.

Weather-Making: The Senate Commerce Commission approved a bill (S. 86) to authorize the National Science Foundation to take over Federal research on weather-making.

Nomination: The Senate Commerce Committee approved the nomination of Henry Kearnas to be an Assistant Secretary of Commerce.

Interest Rates: Chairman Fulbright (D. Ark.) announced the Senate Banking Committee will start hearings July 22 on an Administration-sponsored bill (S. 2427) to require Government lending agencies to charge enough interest on their loans to cover the Treasury's cost of borrowing the money in the private market.

Military Businesses: The House voted to give Congress power to veto Defense Department moves to get the military out of competition with private business. In approving by voice the \$1.6 billion authorization measure for military construction, the House also agreed to sharply limit the Defense Department's use of the war-born provision to carry on secret procurement negotiations.

Liquor: The House Ways and Means Committee approved a bill declaring that liquor and tobacco manufacturers cannot get tax refunds on overpayments unless they can prove they themselves bore the burden of the excess tax.

Soviet Economy: The House-Senate Economic Committee released a Library of Congress study comparing Soviet and U.S. economic growth.

Aircraft Engines: The House Armed Services Investigating Subcommittee postponed from next Monday to Thursday the start of hearings on profits of airplane engine maker. No reason was given for the delay.

Advisory Committees: The House approved an Administration-opposed measure (H.R. 7490) that would impose legal restrictions for the first time on the operations of business and other Government advisory groups.

Meat Packing: F. W. Specht, chairman and president of Armour & Co., testified before the House Agriculture Committee in favor of a measure that would redefine a meat packer under the Packers & Stockyards Act to mean only companies principally engaged in that business. He also opposed transferring jurisdiction of meat packers trade practices from the Agriculture Department to the Federal Trade Commission.

Government Reorganization: The House passed by voice vote a bill (H.R. 8364) extending for two years the Reorganization Act under which the President may reorganize Executive agencies provided neither the House nor Senate disapproves within 60 days after being notified of the plan. The measure also makes it somewhat easier for Congress to reject such reorganizations.

Welfare Funds: An A.F.L.-C.I.O. spokesman, testifying before the House Labor Committee, attacked the position of some business organizations that Congress should exempt

White House

welfare and pension funds run solely by employers from proposed Federal regulation.

Post Exchange Credit: Rowland Jones, Jr., president of the American Retail Federation, urged Congress to reject a proposal to allow military post exchanges to extend credit on the sale of non-military items. He told a House Armed Services subcommittee this would be a step towards the building "of a vast retail and service empire" within the armed forces.

Airways Board: A House Commerce subcommittee approved Administration-sponsored legislation (S. 1856) to set up a special airways modernization board to solve air traffic and safety problems. The measure has already been approved by the Senate.

Hells Canyon: Chairman Engle (D., Calif.) called off a showdown meeting of the House Interior Committee on the controversial Hells Canyon bill on the ground a quorum of members weren't present. Opponents of the bill for a Federal dam at the power site predicted they would be able to formally kill it when the committee meets again next Wednesday.

Harness Racing: Chairman Cellier (D., N.Y.) of the House Judiciary Committee asked the Justice Department to investigate the anti-trust aspects of harness racing. He said there have been complaints suggesting a conspiracy to monopolize the field.

Airlines: A House Commerce subcommittee slated two days of hearings starting next Wednesday on measures that would: Ban the Civil Aeronautics Board in determining mail transportation rates from taking into consideration profits made by airlines on sale of flight equipment, provided the proceeds were reinvested in planes or equipment (H.R. 5822); provide Government guarantees for private loans to local, short-haul airlines for purchase of planes and equipment (H.R. 7993).

Bureaus

Farm Labor: The Agriculture Department estimated 8,798,000 persons were working on farms during the week ended June 29, compared with 8,238,000 about a month before and 8,958,000 a year earlier.

Crop Outlook: The Agriculture Department predicted crop production will decline to 99% of the 1947-49 average from last year's record-equaling index of 105.

Reactor License: The Atomic Energy Commission said it plans to give General Electric Co. a license to export a research reactor to Spain.

Pennsylvania Gas Deliveries

PITTSBURGH—Natural gas deliveries by estimated Pennsylvania gas utilities totaled 3,784,431,000 cubic feet in the week ended July 7, the Pennsylvania Natural Gas Men's Association reported. This compares with 4,386,018,000 cubic feet a week earlier and 3,196,833,000 cubic feet in the like 1956 week.

Meat Packers Disagree On Giving FTC Some Control Over Industry

WASHINGTON—(AP)—Representatives of large and small meat packing firms disagreed on whether the Federal Trade Commission should be given jurisdiction over trade practices of meat packers.

They testified before the House Agriculture

Committee which is considering changes in the law regulating the packers.

F. W. Specht of Chicago, chairman and president of Armour & Co., and a member of the board of the American Meat Institute, urged approval of a bill by Rep. Hill (R. Colo.) which would define a meat packer as one principally engaged in that business and would leave jurisdiction over the trade in the hands of the Agriculture Department.

But L. Blaine Liljenquist, Washington representative of the Western States Meat Packers Association, made up of 467 member firms, principally in the meat packing business,

supported a second bill which would put the industry's trade practices under the FTC.

"The Department of Agriculture has little or no interest in regulating the merchandising practices of meat packers as evidenced by almost total inactivity in this area of its responsibility over a period of 36 years," Mr. Liljenquist said.

Mr. Specht, however, said he did not consider the department to have been remiss in its regulatory obligations.

"If viewed from a constructive angle," he said, "it demonstrates an amazing record of careful and rigid observance by those of us principally in the meat packing business."



Uncommon Clay

But one common answer for transferring this shipload of imported China Clay into boxcars at the pier is a fleet of "PAYLOADER" tractor-shovels. These compact model HA units are so fast, flexible and efficient in any loading operation that more and more users of dry, loose materials get bulk shipments and realize substantial savings in freight rates and handling costs.

The HA "PAYLOADER" used here handles larger loads and delivers more tonnage than heavier machines with bigger engines. Yet, it has a shorter turning radius for maneuvering in tight quarters—even in and out of boxcars. Users report the same operator handles 50 to 100% more material than with older style machines.

This proven "PAYLOADER" performance combines the advantages of torque converter drive, full reversing transmission, single lever bucket control and other features with 2000-lb. load carrying capacity. There are 5 larger "PAYLOADER" sizes (up to 9,000-lb. capacity) for every indoor and outdoor use. A nearby Distributor will gladly demonstrate one on your work. The Frank G. Hough Co., 803 Sunnyside Ave., Libertyville, Ill.

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- ★ Now . . . faster, finer 4-engine service between the U.S.A. and 10 Latin American cities.
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BRANIFF
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REVIEW and OUTLOOK

Step Toward Sanity

"They've really been spilling blood." In this sanguinary fashion a Washington official describes the apparently grim determination of the Administration to cut this fiscal year's spending below the \$71.8 billion originally proposed.

We wouldn't bet very much that enough blood will be spilled to achieve this commendable new aim. But even the decision to try is a significant step—maybe more significant than the budgetary blood-letting in Congress.

As reported by Mr. Clark and Mr. O'Brien in this newspaper yesterday, the Administration now wants to hold spending at around \$70 billion, or nearly \$2 billion below the initial plan. At the President's behest, Budget Director Brundage has written the Cabinet members and heads of agencies telling them to stick to "absolute minimums" based on fiscal 1957 spending, to postpone spending where possible, to review programs more frequently.

Several things suggest caution about this effort. One is simply the human question whether the will-power evident now at the beginning of the fiscal period can be sustained through the long months before it ends. Another is that the Brundage directive, stern though it sounds, contains sizable loopholes. Also, the business about "postponing" some spending does not augur well for future budgets.

And even if the \$70 billion goal is achieved, it will be something less than a monumental victory. That would still be a fantastically high rate of spending, and incidentally about \$10 billion more a year than President Eisenhower once hoped to be spending by now.

Still, when all the reservations have been duly noted, it remains true that

Secrecy Is as Secrecy Does

The Air Force, it seems, is protesting a recent Defense Department memorandum restricting the amount of information that can be given to the public about guided missiles.

The memorandum restricts information to the bare facts that a missile has been fired and whether there were any casualties or not. General Leuhman, information chief of the Air Force, told a House committee that this is all wrong because it prevents the Air Force from giving "the public an idea of how we have progressed."

General Leuhman testified that the Air Force wants the public to know more about missiles because it has been "wrongfully criticized" as not making enough progress on its missiles program.

Administered Prices

Senator Kefauver's inflation investigators have said they hope to "shed light" on the role of so-called "administered pricing" where, in the Senator's words, prices are set, not automatically by the unseen hand of competition but by corporate managers.

The hearings may indeed shed light. For the first witness noted with a forthrightness perhaps not expected by the politicos that "the processes of price-making and of wage-making are so intertwined in the modern world that neither can be effectively analyzed in isolation from the other." And he went on to throw doubt on the accuracy of the phrase, "administered prices."

The witness was Dr. Edwin G. Nourse, chairman of the Council of Economic Advisors when Mr. Truman was President. We certainly agree with him that price-making and wage-making are almost inextricable. We would agree also that talk of "administered pricing" by industry is at least a misnomer.

It is true that in some instances and at some times corporate executives can "set" prices where they want them to be. But it is true also that prices set in this way cannot be long maintained, unless the forces of supply and demand justify them.

At any rate it is impossible to "administer" prices perpetually, short of a monopoly. The steel industry is gen-

Who's News

Personnel Notes—Management

Commerce and Industry

Mead Corp. (Dayton, Ohio)—Dr. John M. Walker, associate clinical director of Memorial Hospital, New York City, was elected a director of this manufacturer of paper, paperboard and wood pulp.

Bairum Steel Corp. (New York)—William A. Cook was elected president Phoenix Iron & Steel Co., a wholly-owned subsidiary. He succeeds Rudolph Eberstadt. John A. K. Sisto was named a vice president and executive assistant and Daniel Eberstein, secretary of the subsidiary.

Littton Industries, Inc. (Beverly Hills, Calif.)—Glen McDaniel, former vice president of Radiac Corp. of America, was appointed a director of this electronics producer.

Northwest Airlines, Inc. (St. Paul, Minn.)—Ted R. Gamble, president of Mount Hood Radio & Television Broadcasting Corp., was elected a director.

National Airlines, Inc. (New York)—Walter Sternberg was elected senior vice president in charge of traffic, sales and public relations.

Dow Chemical Co. (Midland, Mich.)—Dr. William H. Schuester, general manager of the company's Midland division, was elected a director.

Transocean Corp. of California (Oakland, Calif.)—Douglas F. Johnson was elected exec-

Letters To the Editor

Four Strikes

Editor, The Wall Street Journal:

Re your editorial "Strike Four?" (July 3): There was a time, I should say in the 80's, when four strikes was the rule, and at that time, or some other time, if I am not mistaken, nine balls was the number required to give a man his base.

Congress can reduce appropriations requests, and it probably will reduce them by some \$4 billion, without necessarily lowering actual spending in this fiscal year by any substantial amount.

That is not the way it should be, to be sure; Congress has the Constitutional power of the purse. But until that power is restored by accounting reforms to curtail an Administration's ability to amass huge unexpended balances, it is to the Administration that the people must look for current savings.

The importance of the new effort to trim spending is even greater than it might appear. In the absence of such an attempt, spending would in all probability exceed the \$71.8 billion budgeted; some Congressional experts think it would hit \$73 billion. Thus if the effect of the Administration's economy drive is only to hold spending to the original estimate, the nation will be the gainer.

But perhaps the most salutary part of all this is simply the fact that the Administration attitude has been changed. The change, modest though it is, has been brought about by the pressure of public opinion—and in these days of Big Government it is a healthy sign that the people are able to exert their will. As for the Administration, it has been forced to realize that the people will not tolerate extravagance without end.

The new frame of mind in Washington may not last. But when a man on a spending spree at least tries to cut down, that is an encouraging step toward fiscal sanity.

Anyway, four strikes was once, and for a short time, the rule.

W. M. ALLEN

Boston, Mass.

New Way to Waste

Editor, The Wall Street Journal:

To Mr. Thomas E. Murray's mandate to America to promote "the public welfare of the international community," I say hogwash.

Atomic power is too expensive for America at present because we know how to dig coal while England does not. The only excuse left for the Federal development of atomic power is the promotion of political power and socialism. Of course you said it better in your July 1 editorial.

Not only do I oppose Federal atomic power because it is socialistic, but also because I simply cannot afford a new way to waste my tax money.

WILLIAM A. CHILDS

Fernandina Beach, Fla.

Autos and Ads

Editor, The Wall Street Journal:

After reading "Auto Men Swear Off Races, Hot Car Ads . . ." (June 7), I have decided to voice my opinion.

The shift to safety-design advertising will, of course, be no more factual than has been the "Competition Racing Program." Automobile advertising has merely shifted gears.

The American automobile is designed specifically for maximum sales volume. "Maximum sales volume" is predicated on selling automobiles to as many people as possible and reselling them as often as possible. Neither the horse-power race, factory sponsored racing competition, nor, in the future, safety-design nor safety-feature advertisements has had, nor will have any modifying effect on this fundamental precept: sell and resell.

In the 1935-7 era Ettore Bugatti of Italy built a 5 liter, 8 cylinder Bugatti which had smaller displacement than the current Lincoln, Chrysler, Cadillac, etc. (all over 5.5 liters), and developed 345 h.p. Twenty years ago a 5 liter car—less than 315 cubic inches displacement—produced 345 h.p.

Where, then, is the engineering feat in Detroit's horse-power race to the 300-350 h.p. fringe? The Indianapolis Offenhauser racing engine by Meyer-Drake is still, after 20 years, a modified Bugatti motor of 270 cubic inches displacement—produced 345 h.p.

Maximum sales volume demands the cheapest construction for the briefest interval the buying public will tolerate. Standard pig-iron cylinder blocks cannot compete with magnesium-aluminum-alloy blocks; leaf springs cannot compete with torsion bars; massive unsprung rear-end assemblies cannot compete with Delco rear-ends; drum brakes cannot compete with Lockheed-Girling spot disc brakes; 4000-5000 pounds of iron cannot compete with 2000 pounds of quality metal.

Superior engineering is superior performance. Superior performance is safety. The automobile which is safely operated in competition at speeds of 170 miles per hour by professional drivers who could not safely operate my automobile at 100 miles per hour, is safer for me to drive at 70 mph than my car is.

Are safe and efficient cars too expensive to build? They build them in Europe. Are safety belts, anti-roll bars, etc., too expensive when air-conditioning, electric windows, automatic gear boxes, and radios are "standard equipment"? The list of "great engineering achievements" advertised by automobile manufacturers belongs in your "Pep... and Salt" column.

GLEN ASHWORTH

Morgantown, W. Va.

Some Other Cause

Editor, The Wall Street Journal:

Your editorial, "Inflation's Tricky Gadgets" (June 28) points out that price rises in recent years have been mostly caused by an increase in the money supply. However, the price rises currently afflicting the economy may not be due entirely to this cause. Indeed, it would seem that an increasing rate of money turnover is presently the villain. Monetary economists have long understood that velocity of money and demand deposits have, at various times, played a very important role in the determination of the price level.

For the period 1939-1954 there was a great increase in the money supply (demand deposits plus currency outside banks), but since 1954 there has been only a slight increase in the money supply. Prices, however, began to climb in late 1955 and continue to rise. We must conclude, therefore, that in the present instance an increasing money supply is not responsible for the rising price level.

HUGH P. KING

Economist, Chamber of Commerce of the United States
Washington, D. C.

Oil Well Drilling Declines

HOUSTON—Oil well drilling operations have decreased after three weeks of increasing activity, as measured by the number of working rotary rigs in the United States and Canada.

As of Monday there were 32 fewer rotary rigs running than the year's peak of 2,704 recorded the previous week and 145—or about 3%—less than the same week last year. However, the latest figure remained higher than the month-ago level of 2,633.

Good Hunch
The rancher was driving an

The Bookshelf

Gentle Art of Persuading Voters

When George Washington, a Virginia square, was campaigning for the House of Burgesses in 1757, he took care to provide the constituents with the following: 28 gallons of rum, 50 gallons of rum punch, 34 gallons of wine, 46 gallons of beer and 2 gallons of cider.

This figures out to about a quart and a half for each of the 391 voters in his district. Wrote Washington to his campaign manager: "I hope no exceptions were taken to any that voted against me but that all were alike treated and all had enough." Apparently they did. He was elected.

Later Squire Washington was to take a dim view of "politicking" and especially of political parties; in his famed Farewell Address he inveighed mightily against both. All the same, the practices he adopted in 1757 for the friendly persuasion of the voters proved more durable with posterity than the principles he preached.

To be sure, rum kegs and cider barrels have been supplanted by welfare packages and pork barrels, but the practice is still to see that all voters have enough inducements to persuade them to vote for the candidate. And the shrewd politician still cultivates the impression that all will be "alike treated"; for there will be another election tomorrow. Out of Mr. Washington's galloping jugs, all unknown to him, came the techniques of modern American politics—and the breath of life for his much reviled American political parties.

Developing it required from the politicians not only some cynical practices but also such virtues as tolerance, a willingness to compromise within limits and an ability to look beyond the needs of the provinces from which they came.

Squire Washington rolling out the rum jugs, Lincoln plugging for some Illinois public works or playing Bingo with generals' commissions. But there was also Washington struggling to form a more perfect union and Lincoln trying to preserve it. In fact, one of the things that emerges most clearly from this history of our Presidential elections is the slow but sure way our quadrennial national campaigns have been submerging factionalism.

Of course, the submergence is incomplete; looking at the Democrats and Republicans today we are apt to think that factionalism is still rife. Re-reading history helps keep this in perspective and remind us how much more stable our political system is today than a century ago.

And of how much our politics has matured and cleansed itself. Cabinet officers lately have been forced out of office for things that in Grant's Administration would have seemed minor peccadilloes, and today the Tammanyites are singing their last hurrahs. In this process the national parties have helped make the Presidency the national olice that Mr. Washington hoped it would be.

So there would seem to be many things in the party system that would have met with the Scire's approval, could he have foreseen them. If any party is to remain national, and hence have any hope of getting elected, it can take no exceptions to voters in Mississippi or in Maine; all must be alike treated. In 1957 as in 1757 the votes of free men, however changing the inducements, must still be sought through friendly persuasion.

—VERMONT ROYSTER /
A History of Presidential Elections, By Eugene H. Roseboom, New York: Macmillan, \$3.50.

Nation's Gasoline Stocks Fell 2,603,000 Barrels In Week Ended July 5

Refineries Reduce Runs by 75,000 Barrels Daily; Crude Oil Output Also Cut

By WALL STREET JOURNAL Staff Reporter
NEW YORK—The nation's gasoline stocks dropped 2,603,000 barrels in the week ended July 5, according to the American Petroleum Institute, trade organization for the oil industry.

Motor fuel in storage at the weekend amounted to 185,920,000 barrels. The year ago total was 178,549,000 barrels.

Heating oil supplies moved higher seasonally. The heavy fuels used by industry rose 1,586,000 barrels to 48,200 barrels, compared with 39,779,000 barrels last year.

Light fuels, including those used in the home, increased 4,980,000 barrels to 148,159,000 barrels, some 23 million barrels above a year ago.

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Big Firms' Share of U. S. Business Is Growing, Senate Study Indicates

But Report on Concentration Presents No Conclusions; U. S. Chamber Hits Data

By a WALL STREET JOURNAL Staff Reporter

WASHINGTON—The Senate anti-monopoly subcommittee gave newsmen a peek at a report purporting to indicate the 50 biggest U. S. companies are cornering a growing share of the nation's manufacturing business.

The U. S. Chamber of Commerce promptly denounced the report, though chamber officials conceded they hadn't seen it yet.

The long-awaited 758-page report, crammed with statistics and tables, presented no conclusions about changes in economic concentration. But its first table showed that the 50 biggest companies in seven years chalked up a 41% increase in their share of the total value added by manufacturing—from 17% of the total value in 1947 to 23% in 1954.

Although the report won't be officially released until next week, committee officials are allowing newsmen to examine its contents in the committee headquarters. When it learned this, the U. S. Chamber called a press conference yesterday afternoon to attack the report in advance. Dr. Emerson P. Schmidt, the Chamber's economist, claimed the report is based on what he called "fallacious" data.

Errors Charged

"From the information we have," he declared, "we are reasonably certain the report makes egregious errors and the taxpayer isn't getting his money's worth."

He said the Chamber doesn't know whether economic concentration is increasing, but he contended "there's no question that competition is increasing." He also warned that rising concentration, if it exists, doesn't necessarily mean decreasing competition.

The subcommittee's report is the result of an 18-month study directed by Jesse J. Friedman, a Washington economic consultant. He included three pages of qualifications in the report, and warned that the statistics can easily be misinterpreted. But he insisted in an interview that "professionally, the report is a sound job."

Mr. Friedman contended the report "helps understand the changes in business concentration." He said it should be useful to lawmakers, businessmen, trustbusters, "and anyone needing basic material on industrial concentration."

"Skeptical" of Usefulness

Dr. Schmidt agreed, after a fashion, with this view. He said business experts, "if heedful of the pitfalls, might find the statistics useful, but I am very skeptical."

The report was based on Census Bureau figures for 1947 and 1954. It showed, for instance, that concentration—the share of a market held by the top four companies—has risen from 36% to 50% in the electrical appliance industry, from 15% to 25% in the paper and paperboard industry, and from 45% to 54% in the steel works and rolling mills industry. But the report also showed some apparent de-

creases in concentration—from a 37% share in 1947 to a 33% share in 1954 for the four top petroleum refiners, for instance.

Mr. Friedman hastened to explain, however, the raw figures may not mean too much. For one thing, he said, the figures don't show the reason for the change—whether through mergers, increased plant capacity or growth of new products. He also claimed that a 40% concentration by the top four companies in a predominantly localized industry, such as bakeries, would have far more serious monopolistic effects than a 75% domination by the big four in a national industry, such as steel, which requires heavy investment to get into production.

The Chamber of Commerce made those same points, and more besides. Dr. Schmidt labeled the census figures "inaccurate and unsuitable" for measuring concentration on at least nine different grounds.

Comparison Called Invalid

The figures, he claimed, ignore so-called captive production, such as the Ford Motor Co.'s two million-ton annual steel output. He also said the figures aren't broken down into properly relevant markets. He charged the figures ignore exports, imports, and second-hand markets. And he argued that a comparison between 1947 and 1954 is invalid because it wouldn't necessarily "determine a trend."

Most of these alleged fallacies, the Chamber spokesman declared, will lead to what he called "an overstatement" of concentration.

Dr. Schmidt conceded the cost of acquiring the necessary data on concentration from sources other than the Census Bureau "would be prohibitive," but he said the subcommittee's report is no substitute for an adequate survey. "Poor statistics are worse than none at all," he asserted.

He agreed the report might offer "an intellectual short cut to tell you where to look for monopolists." But he urged Congress to waste no more time on the statistics "unless it has some reasonable doubt of the effectiveness of competition in a particular area."

Stouffer Expects Higher Sales, Net in Fiscal Year

CLEVELAND—Net income of Stouffer Corp. is expected to rise to a record \$1,155,000 in the fiscal year ending July 31. Vernon Stouffer, president and chairman, and H. E. Smiley, treasurer said.

Based on the 971,912 common shares outstanding May 31, following a two-for-one split this spring, profits would equal \$1.22 a share, up from \$1.12 a share, in fiscal 1956. Sales for the restaurant chain and frozen food producer will reach a record of around \$30 million for fiscal 1957, up from \$26,433,339 in the year ended July 31, 1956, the officials said.

In the next 10 days, Mr. Stouffer disclosed, the company will launch an expansion of its frozen food distribution which will place sales on a national basis by the end of fiscal 1958. Frozen foods volume in fiscal 1957 is expected to total \$4 million, up from \$1,692,000 the previous year, and in fiscal 1958, is expected to climb to \$6 million. Mr. Stouffer said.



How to get your ideas across in Washington

Doing business profitably these days involves more than merely finding out what customers want and giving it to them. As top management knows so well, pleasing official Washington is as important these days as pleasing customers, maybe even more. That's why corporate advertising in The New York Times makes so much sense.

Policy-making officials in Washington depend upon many sources of information, and importantly upon The New York Times. That's because they find in The Times more of the information they need—more news about Washington itself, about foreign affairs, politics, business, industry than anywhere else. A recent

survey shows that almost half of Washington's top officials read The New York Times regularly; many prefer it over other publications.

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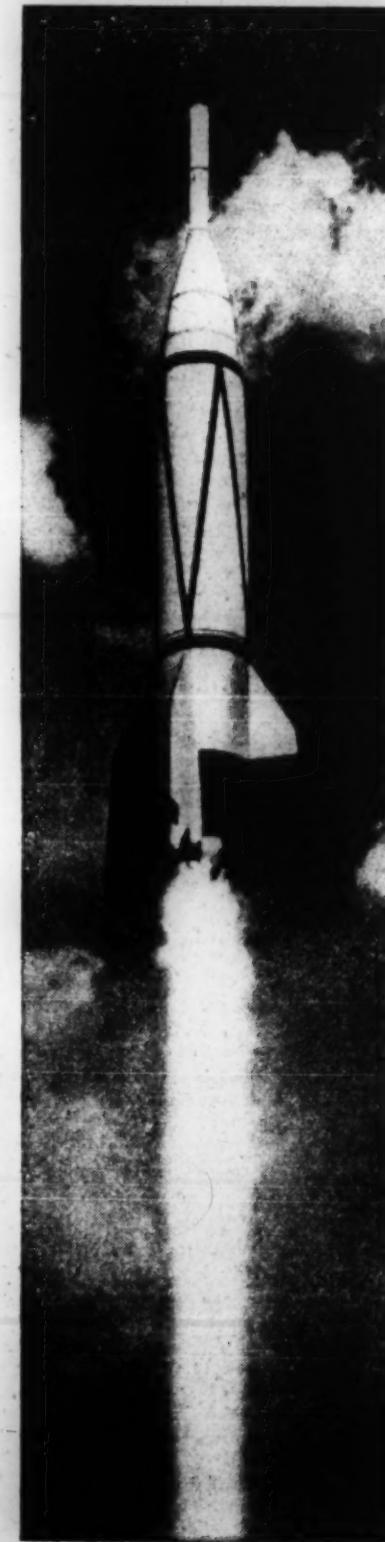
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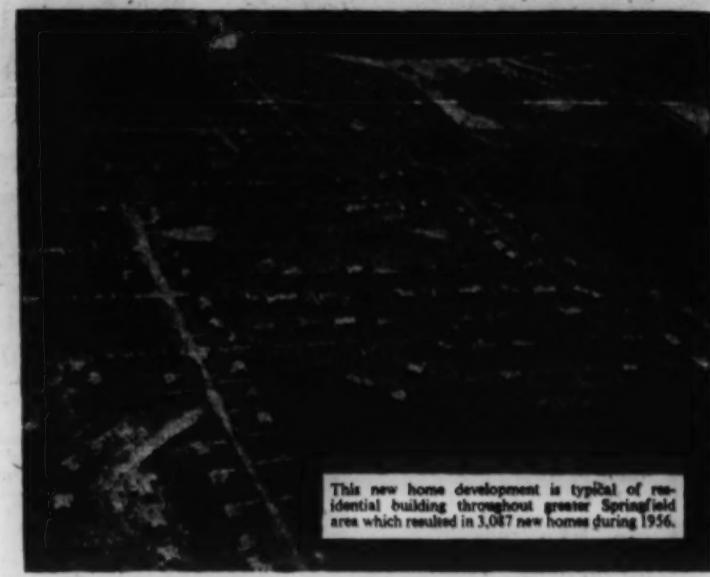
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U. S. Government Bonds 6,486,837.28	Surplus 475,000.00
State and Municipal Bonds 6,148,684.58	Undivided Profits 448,000.48
Other Bonds 1,290,153.15	Reserve for Interest, Taxes & Commissions 29,180.72
Loans 1,032,140.00	Accrued Interest Receivable 23,482.02
Banking Premises, Furniture & Fixtures 424,700.27	Unearned Discount 22,427,478.82
Accrued Interest Receivable 31,156.23	Deposits 828,340,000.00
Other Assets 20,956.94	
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California Oil Well Drillings

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Last week's notices brought the 1957 total to 1,230, compared with 1,225 during the like period last year. Of the notices, 18 were for exploratory drilling, compared with 18 the week before.

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Cleanup Speed-Up: AFL-CIO May Oust the Teamsters and Bakers

Continued From First Page

are involved, other federation chiefs note that Mr. Hutcheson has not been indicted or even charged either by law enforcement agencies or the AFL-CIO itself. Both the Teamsters and the Bakery Workers unions have been charged by the federation with corruption and are being investigated by its Ethical Practices Committee.

There's no doubt some AFL-CIO chiefs are worried about possible repercussions from any strong action against the Carpenters' chief.

"If they try to tell the Carpenters to kick out Hutcheson," warns one union official, "that union won't wait a minute to walk out of the federation."

These officials also note that Mr. Hutcheson is one of the wheel horses of the building trades unions which made up the backbone of the old AFL. They fear that a carpenters walkout could take other building trades unions along.

There's hesitation, too, among some in Mr. Meany's camp about kicking out the Teamsters and the Bakery Workers. Some officials claim there are more reasons for not throwing them out than for ousting them.

"We'd much rather the unions did their own cleaning up," explains one. "Booting them out doesn't cure anything. It just leaves the corrupt elements in control. And chartering a new union to try to take them over isn't easy."

In support of the latter argument, he cites the case of the International Longshoremen's Association, which was tossed out of the old AFL. It has resisted all efforts—including the expenditure of millions of dollars—of the AFL-CIO-backed International Brotherhood of Longshoremen, to take it over.

A New Drivers' Union

White Walter Reuther, head of the United Auto Workers and Mr. Meany's strongest supporter for a federation cleanup, has urged the chartering of a new truck drivers' union if the Teamsters are kicked out. AFL-CIO aides aren't sold on the idea that it can be done.

"That," sighs one, "would be a bloody war." But if Mr. Meany is bothered by the politics involved in his demands for a cleanup of corruption, he isn't letting it show.

The AFL-CIO chief insists that Congressional revelations of union officials' wrongdoing are "good for labor" and that labor will come out stronger when the "rotten elements" are carved out. Those in the federation's official family who have shown signs of trying to hang an "anti-labor" tag on the McClellan committee have been told to stop it. So while there is some gritting of teeth among AFL-CIO officials who are not convinced the committee's intentions are favorable to unions, the federation has shown no signs of challenging the purposes of the probe.

Mr. Meany has shown himself—particularly in the cases involving the Teamsters and Bakery Workers Unions—to be a man of limited patience. There's little doubt that he will try to lead the Executive Council on the course he has chosen for dealing with them.

"Clean Its Own Linen"

When Mr. Beck was ousted from the Executive Council, Mr. Meany replaced him with the Teamster president's long-time foe, Teamster Secretary-Treasurer John English. In no uncertain terms, insiders report, Mr. Meany laid down just what was expected of the "cleanup" forces within the Teamsters, starting with the ouster of Mr. Beck. Mr. English replied that the union would "clean its own dirty linen."

The AFL-CIO delayed an investigation by its Ethical Practices Committee to give the English forces time to maneuver. But despite Mr. English's efforts to arrange a meeting to baffle Mr. Beck, nothing happened. One union official says the Teamsters are moving slowly because of growing resentment against Mr. Meany's tough tactics.

In a strong speech last month, Mr. Meany showed his patience was wearing thin. He again prodded Mr. English and his supporters to get busy on the ouster of Mr. Beck. Again nothing happened. Now, aides say, the federation chief has decided that the Teamsters must be expelled to show the federation means busi-

ness—unless they can produce some dramatic cleanup results quickly.

This decision, of course, bypasses the Ethical Practices Committee investigation—but Mr. Meany's aides now claim that such an investigation is not needed, inasmuch as the Teamsters have shown no inclination to do anything.

With the Bakery Workers, the federation chief's patience became thoroughly frayed when, after several days of testimony about the misuse of union funds by President Cross and Vice President George Stuart, the union's executive committee met and made permanent the suspension of Secretary-Treasurer Curtis Sims, who originally accused Mr. Cross and Mr. Stuart.

Eyes on New York

Mr. Meany's attention was directed to New York when AFL-CIO bodies there told him local of some unions in New York City were racketeer-dominated.

Some of these locals, an AFL-CIO official declares, are those which have been thrown out of the parent union. Others are independents. But they are not confined to that. Lawyers for the Association of Catholic Trade Unions have asked the National Labor Relations Board to deauthorize as worker representatives several AFL-CIO unions—including locals of the Bakery Workers, the Carpenters, the Distillery Workers, the Döll and Toy Workers, the Pulp, Sulphite and Paper Mill Workers, the United Textile Workers and the Retail Clerks.

The federation president sent his top troubleshooter, Peter McGavin, to investigate the New York situation. Mr. McGavin's report, insiders say, angered the AFL-CIO boss. He ordered a full-scale drive by the AFL-CIO to wipe out the mob-run locals and replace them with "legitimate" unions.

The trouble centers mainly in New York's growing Puerto Rican population. Employed by small concerns in the city's novelty, toy, jewelry, plastic and leather goods industries, these workers and some employers, AFL-CIO officials say, are a fertile field for racketeer shakedowns.

AFL-CIO officials charge racketeers sell "protection" to employers in the form of a contract specifying the minimum wage that can be paid and often providing no fringe benefits. Employees pay initiation fees and have their monthly dues checked off—but get no union representation for better pay or working conditions, federation officials say.

We go to these employers and some of them pull out a labor contract they claim they had two or three years," complains one AFL-CIO official. But, he adds, there are many instances of no union meetings, and sometimes no knowledge by the workers that they are paying union dues.

Contracts or not, this official asserts, the AFL-CIO is going in to organize these workers under "legitimate" unions. "We may make some mistakes," he adds, "but we're going to do something." The AFL-CIO aide calculates there are about 25,000 workers under the control of racketeer-dominated union locals.

Shipments of Finished Steel Products Dropped in May

NEW YORK—Shipments of finished steel products in May totaled 6,972,091 net tons, which is 7,349,752 tons in April and 7,764,477 tons in May, 1956, according to American Iron and Steel Institute.

Construction, including maintenance, received a record 1,175,463 net tons in May, or 18% of total shipments. The former peak was 1,120,545 tons shipped in March this year.

The largest shipments were to warehouses and distributors with a total of 1,313,116 tons, or 20.1% of all shipments. There were 1,030,469 tons shipped to the automobile makers, or 15.8% of total deliveries. Rail transportation took 438,834 tons, or 6.7%, and machinery, industrial equipment and tools accounted for 436,387 tons, or 6.7% of May shipments.

May shipments of line pipe, used extensively for transporting oil and gas, set a new monthly record at 392,219 tons, or 5.6%. Heavy structural shapes accounted for 813,043 tons in May, equal to 8.8% of all products shipped.

Television-Electronics Fund

TELEVISION-ELECTRONICS FUND, INC., reports
net assets:

June 30, '57 June 30, '56

Net assets per share \$152,672.811 128,181.185

Capital shares 12,442,886 10,713,875

A-A capital gain distribution of 35.7 cents per share was made in November, 1956.

New Food Machinery Contracts

SAN FRANCISCO—Food Machinery & Chemical Corp. was awarded nearly \$8 million in new contracts announced by the San Francisco Ordnance District. Of this amount,

\$5,500,000 was for additional M59 armored infantry personnel carriers and the remainder for research and development and engineering services.

1845

THE NATIONAL CITY BANK OF CLEVELAND

Statement of Condition

JUNE 30, 1957

ASSETS

Cash and Due from Banks	\$180,026,602
United States Government Securities	155,707,948
Other Securities	73,403,518
Loans and Discounts	320,337,046
Investment in Banking Premises	4,495,775
Customers' Liability on Letters of Credit	3,805,712
Accrued Interest	2,295,806
Other Assets	1,951,446
	\$742,023,853

LIABILITIES

Capital Stock (1,100,000 shares)	\$ 17,600,000
Surplus	32,400,000
Undivided Profits	6,568,401
Letters of Credit	3,805,712
Accrued Interest, Taxes and Expenses	3,655,918
Deferred Credits and Other Liabilities	8,949,456
Corporation, Individual and Bank Deposits	\$457,827,851
Savings Deposits	128,400,875
Trust and Public Deposits	34,080,240
U. S. Treasury Tax and Loan Account	48,735,400
	669,044,366
	\$742,023,853

NOTE: United States Government Securities carried at \$86,376,712 are pledged to secure trust and public deposits, United States Treasury Tax and Loan account, and for other purposes as required or permitted by law.

Assets are shown net after deducting Reserves.

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

The Trust Company of Cuba

HABANA, CUBA

CONDENSED STATEMENT OF CONDITION AS OF JUNE 30, 1957

ASSETS

Cash on Hand, in Banco Nacional de Cuba and Due from Banks	\$ 78,688,568.65
Republic of Cuba Bonds and Other Public Securities	65,045,300.00
Stock of Banco Nacional de Cuba	519,900.00
Other Securities	3,991,884.17
Loans and Discounts	87,578,359.65
Banking Premises	2,973,596.07
Customers' Liability on Acceptances	1,872,117.76
Items in Transit with Branches	5,972,552.67
Other Assets	3,784,458.46
	\$250,426,737.43

LIABILITIES

Deposits	\$236,384,806.35
Acceptances under Letters of Credit	1,872,117.76
Other Liabilities	585,967.63
Capital Funds	
Capital	\$ 5,000,000.00
Surplus	6,000,000.00
Undivided Profits	583,845.69
	\$250,426,737.43

DEPOSITS	CAPITAL FUNDS
June 30, 1957 \$236,384,806.35	June 30, 1957 \$ 11,583,845.69
June 30, 1956 187,400,330.49	June 30, 1956 11,073,764.10

RESOURCES

Cash on Hand and Due from Other Banks	\$ 434,337,373.50
</

AT&T Net Hit \$2.66 a Share in Second Quarter

Profit in '56 Period Was \$2.76
A Share on 7,500,000 Fewer Shares Outstanding

Firm Added 700,000 Phones

By A WALL STREET JOURNAL Staff Reporter

NEW YORK—American Telephone & Telegraph Co. reported earnings for the three months ended June 30 equalled \$2.66 a share on 63,074,000 shares outstanding, compared with \$2.76 a share on 55,551,000 shares outstanding in the like period a year earlier. June figures for this year are partly an estimate.

For the Bell System as a whole—A.T.&T. plus its principal telephone subsidiaries—not income for the quarter ended May 31 was reported at \$3.31 a share on 63,058,057 shares, against \$3.36 a share on 55,330,771 shares in the comparable year-earlier period.

In the quarterly report to shareholders, Frederick R. Kappel, president, said, "There is no let-up in activity in the telephone business." He added, "In the second quarter of 1957, the increase in telephones was close to 700,000 and the number of long distance conversations was about 7% greater than a year ago." In the second quarter of 1956, the Bell System added 738,000 new phones and the number of long distance calls was up 10% over the like period a year earlier.

"So far this year," Mr. Kappel told shareholders, "the System has sold \$550 million of bonds and plans have been announced for the sale of \$250 million more. Other debt issues are contemplated. The high cost of money, along with the continuing increase in other costs," he said, "emphasizes more than ever the need for telephone rates that produce good earnings. At present the rate of earnings on the total capital invested in the Bell System is 8.5%. We are convinced the rate should be higher," he said, "and are working to that end."

In a special report called "The Story of Coin Telephones" included with the quarterly statement, the company said it had more than 900,000 coin phones in service and that they took in over \$360 million in 1956 or about 7% of the company's total telephone revenues. Outdoor phone booths "have increased tremendously in the last few years," the report said, "and there are now nearly 100,000 in use."

American Telephone & Telegraph Co. reports for the quarter ended June 30, 1957, (figures for June, 1957 partly estimated) a net income of \$167,990,000 after charges and Federal taxes, equal to \$2.66 a share on 63,074,000 average number of shares of capital stock outstanding during the period.

This compares with a net income of \$153,237,201 equal to \$2.76 a share on 55,551,000 average shares in the June quarter of 1956.

For the 12 months ended June 30, 1957, net income was \$649,100,000 equal to \$10.58 a share on 61,363,000 average shares, comparing with \$584,301,951 or \$10.59 a share on 53,182,000 average shares in the 12 months ended June 30, 1956.

Bell System (American Telephone & Telegraph Co. and its principal telephone subsidiaries) reports for the three months ended May 31, 1957, a net income applicable to the stock of American Telephone & Telegraph Co. of \$208,578,176 equal to \$3.31 a share on 63,058,057 average number of capital shares outstanding during the period.

This compares with a net income of \$185,866,072 or \$3.36 a share on 55,330,771 average

shares in the three months ended May 31, 1956. For the 12 months ended May 31, 1957, net income of the Bell System was \$797,848,825 equal to \$18.13 a share on 60,752,355 average shares, comparing with a net income of \$700,541,928 or \$13.28 a share on 52,753,687 average shares in the 12 months ended May 31, 1956.

Income account of American Telephone & Telegraph Co. for the quarter ended June 30, 1957 (figures for June, 1957 partly estimated) compare as follows:

	June 30, 1957	June 30, 1956
a-Earned per share	\$2.66	\$2.76
Operating revenues	\$16,440,000	\$16,710,533
Oper. exp & ord tax	1,250,000	77,522,514
Interest, dividends, etc.	12,640,000	12,640,000
Net operating income	14,950,000	17,782,881
Dividends, income, etc.	14,380,000	15,477,861
Interest	1,400,000	1,400,000
b-Net income	167,990,000	153,237,201
Dividends	141,920,000	124,989,632
Surplus	26,247,579	39,708,195
Average no. shares	63,074,000	55,551,000
Twelve months ended June 30:		
a-Earned per share	\$10.58	\$10.99
Operating revenues	\$44,290,000	\$42,300,000
Oper. exp & ord taxes	3,310,000	360,329,782
Federal income taxes	4,660,000	49,525,000
Net operating income	63,380,000	61,581,027
Dividends, income, etc.	59,800,000	57,477,000
Total income	714,100,000	644,416,986
Interest	63,480,000	69,115,015
b-Net income	384,301,951	509,860,967
Dividends	356,407	331,891
Surplus	94,820,000	105,682,888
Average no. shares	61,363,000	53,182,000
Based on average number of capital shares outstanding during the period. b-Includes earnings of subsidiaries only to the extent received by company as dividends.		48,736,475

Twelve months ended June 30:

	June 30, 1957	June 30, 1956
a-Earned per share	\$10.58	\$10.99
Operating revenues	\$44,290,000	\$42,300,000
Oper. exp & ord taxes	3,310,000	360,329,782
Federal income taxes	4,660,000	49,525,000
Net operating income	63,380,000	61,581,027
Dividends, income, etc.	59,800,000	57,477,000
Total income	714,100,000	644,416,986
Interest	63,480,000	69,115,015
b-Net income	384,301,951	509,860,967
Dividends	356,407	331,891
Surplus	94,820,000	105,682,888
Average no. shares	61,363,000	53,182,000
Based on average number of capital shares outstanding during the period. b-Includes earnings of subsidiaries only to the extent received by company as dividends.		48,736,475

Shoe Production Rises

NEW YORK—Shoe production in May totaled 49,464,000 pairs, or 2.4% more than in the like 1956 month, according to Bureau of the Census figures released by the Tanners' Council of America.

Production during the five months ended May 31 amounted to 260,318,000 pairs, down a slight 0.8% from the 262,354,000 pairs turned out in the first five months of 1956.

The average factory value per pair of shoes shipped in May was \$3.43, or six cents a pair less than a year ago, the Tanners' Council said.

Trust Co. of New Jersey

TRUST COMPANY OF NEW JERSEY (Jersey City): Condition statement as of June 30, 1957, shows loans and discounts at \$22,248,719 and U.S. government securities (direct and guaranteed) of \$23,733,165. Deposits amount to \$123,098,917. Surplus and undivided profits totaled \$1,451,428, while capital stock is carried at \$1,700,000 and capital debentures are shown at \$5,500,000.

Crocker-Angle National

CROCKER-ANGLE NATIONAL BANK (San Francisco): Principal items from the bank's statement as of June 30, 1957, compare as follows (000 omitted):

	June 30, '57	June 30, '56
Loans & discounts, after reserves	\$2,248,719	\$20,725,725
U.S. Government securities	23,733,165	23,733,165
Deposits	123,098,917	123,098,917
Capital, surplus & undivided profits	1,451,428	1,451,428

Louisiana & Arkansas

LOUISIANA & ARKANSAS RAILWAY (separately operated subsidiary of Kansas City Southern Railway) reports:

	May	1957	1956	Changes %
a-May net income	\$22,057	\$23,672	\$449,957	-94.7%
b-Five mos net income	1,664,446	2,209,583	2,255,782	+21.4%
a-After taxes and charges				

Chain Store Sales

F. W. Woolworth Sales

	1957	1956	Changes %
June	\$61,704,474	\$63,430,962	-9.1%, 448
Six months	350,985,906	343,531,169	+7,454,827

Spiegel Sales

	1957	1956	Changes %
June	\$7,141,413	\$8,421,178	-13.9%, 113
Six months	49,720,181	53,581,780	-8.8%, 2,859

Gamble-Skogmo Sales

	1957	1956	Changes %
June	\$8,521,412	\$8,523,223	-0.9%, 111
The above sales are given in comparable stores, warehouse and subsidiaries.			

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4% Current Dividend Rate

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NEW ISSUE

July 11, 1957

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The First Boston Corporation

NEW YORK BOSTON PITTSBURGH CHICAGO
PHILADELPHIA CLEVELAND SAN FRANCISCO

NATIONAL STATE BANK

NEWARK, N. J.
ESTABLISHED 1812Statement at the Close of Business,
June 29, 1957

RESOURCES

Cash and Due from Banks	\$53,118,934.54
U. S. Government Securities	75,069,726.06
State and Municipal Securities	38,743,345.65
Other Bonds and Investments	8,973,172.18
Loans and Discounts	94,243,474.97
Real Estate Loans, Insured or Guaranteed	26,854,848.81
Banking Houses, Furniture and Fixtures	3,389,968.52
Accrued Interest and Other Resources	1,447,891.52
	\$301,841,382.25

LIABILITIES AND CAPITAL	
Capital (\$12.50 per share)	\$5,462,500.00
Surplus	15,000,000.00
Profits	2,337,246.86
	\$22,799,746.86
Reserve for Taxes, Interest, etc.	1,209,036.49
Reserve for Dividend	240,350.00
Unearned Discount and Other Liabilities	2,940,532.08
Bills Payable	8,000,000.00
Deposits	
Demand	\$202,990,147.52
Time	63,661,569.30
	266,651,716.82
	\$301,841,382.25

[United States Government Securities carried at \$17,746,327.49 are pledged to secure public and trust deposits as required by law.]

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Dividend News

Dividends Reported July 10

Company	Period Amt.	Payable date	Record date	Company	Period Amt.	Payable date	Record date	
Agnew Surf Shoe Strs Ltd.	c.13	9-3-57	7-31	Pennroad Corp.	.15	9-30-57	8-15	
American Business Shares	.83 1/2	8-20-57	7-23	(X) From ordinary investment not income for 1957.				
Anheuser-Busch, Inc.	.20	8-20-57	8-15	Promotional Mining Ltd.	.15	8-30-57	8-19	
Associated Telephone & Tel.	.15	9-15-57	8-15	Quinto Milk Pr Ltd cl A/c Q	.15	8-1-57	7-23	
Associated Tel & Tel cl A	.00	8-1-57	9-2	Reichhold Chemicals	.50	8-15-57	7-13	
Berry Motor Trust (Pa.)	.50	8-15-57	7-23	Rexene Chemicals	.15	8-15-57	7-13	
Berry Motor Trust (Pa.)	.75	8-15-57	8-2	Rockland Light & Power	.20	8-1-57	7-24	
Canadian Investments Fd	.11	8-1-57	7-13	Rockland Light & Power	.118	8-1-57	7-24	
Canada Life Assurance	.00	10-1-57	9-27	Rockland Light & Power	.118	8-1-57	7-23	
Coca-Cola Products	.20	8-1-57	7-13	Sierra Pacific Power	.20	8-1-57	7-19	
Central Elec & Gas	.22 1/2	7-31-57	7-17	Sierra Pacific Power	.21	8-1-57	8-15	
Central & South West	.40	8-30-57	7-31	Siemens	.45	8-22-57	7-11	
Cincinnati Milling Machine	.40	8-1-57	8-10	Texas Gulf Sulphur	.30	8-18-57	8-23	
Cloxx Chemical	.00	8-1-57	8-10	U.S. Rubber	.50	8-1-57	8-26	
Cloxx Chemical	.62 1/2	7-20-57	7-19	U.S. Rubber	.50	8-1-57	8-26	
(b) Date of payment delayed due to September				Worthington (F.W.) Co.	.00	8-1-57	8-26	
move was moved up because of expected sale of company to PPG Industries, Inc., effective August 1 if stockholders approve it at special meeting July 24.				Wrigley (Wm.) Jr Co.	.25	9-3-57	8-20	
Empire District El 5 1/2% pf	Q	1.25	8-30-57	8-13	Wrigley (Wm.) Jr Co.	.25	10-1-57	9-20
Empire District El 4 3/4% pf	Q	1.18	8-30-57	8-13	Wrigley (Wm.) Jr Co.	.35	11-1-57	9-20
General Merchandise	.18	9-3-57	8-15					
General Merchandise	.50	8-1-57	8-10					
Growth Telecommunications	.15	8-1-57	8-10					
Growth Telephone Shares	.72 1/2	7-31-57	7-17					
(r) 7% rents from capital sources and 4 cents from investment income.								
Hong Kong & Shanghai Bk G cl (p)		8-10-57	7-26					
(s) Dividend of 5 pounds in respect of the year ending December 31, 1957.								
Jervis Corp.	.15	8-18-57	7-19					
Lester Corp.	.15	8-18-57	7-19					
Long Star Gas 4.84% cl pd Q	.21	8-15-57	8-20					
Lu Cross Telephone	.38	7-31-57	7-17					
Manitoba Sugar Ltd 6% pd S	3.00	10-1-57	9-16					
Mass Ind & Life Ins.	.15	8-28-57	8-15					
Mead Corp.	.45	9-1-57	8-2					
Mead Corp 6 1/2% cl	1.0014	9-1-57	8-2					
MetLife Bk Fr (Pitts.)	.00	8-20-57	8-20					
Midland & Pacific Grain Lt	1.00	7-31-57	8-20					
Midwest Piping	.37 1/2	8-15-57	7-30					
Nati Steel & Shipbd cl	.15	8-1-57	7-22					
New York Fire Ins.	.75	8-1-57	7-22					
Normetal Mining Ltd	.60	9-30-57	8-20					
Pacific Nat Bk San Fran	.45	7-30-57	7-15					

U. S. Industry Produces Three Times as Much as Soviet, Study Says

But Percentage Rate of Growth of Russian Output Exceeds That of U. S., Survey Notes

The power industry in the Soviet Union is producing only about one-third as much as U. S. industry, but its percentage rate of growth has been considerably faster than the U. S. rate.

This was the conclusion of a 149-page comparison of the Soviet and U. S. economy, prepared for the House-Senate Economic Committee by the Legislative Reference Service of the Library of Congress. The study is based on figures through 1955, but says inclusion of 1956 figures would not have changed the conclusions appreciably.

The report noted that due to the fact that the U. S. economy is so much larger to start with, the increase in U. S. production in absolute terms is still larger than the Soviet increase and will be for many years. However, the higher percentage rate of growth in the Soviet Union leaves "no room for complacency" in this country.

The study showed that the difference between U. S. and Soviet production totals was less in heavy industry and producer goods and greater in consumer goods. It also indicated that the quality of Soviet production tended to be better in the heavy fields and shoddy in consumer fields.

The high rate of Soviet growth in some fields has been achieved by a variety of factors, the L.R.S. report said. It listed these:

Subordinating other goals to those of higher production in particular industries; a high rate of investment in industry; the forced shift of labor out of agriculture; acceptance of a smaller variety of goods, often of lower quality; a system of forced labor, police repression and low standards of living; and borrowing technology freely from other nations.

The report said that if Soviet plans for atomic power development go ahead on schedule, the Soviet Union by 1960 would have more reactor capacity operating than would the U. S.

A Chain Belt officer said Burmeister products would complement Chain Belt's line of equipment in the ready-mix concrete and road building industries. The Burmeister Co. will be operated as a division of Chain Belt, and all employees, about 60, will be retained.

Chain Belt is also a leading manufacturer in other lines of equipment.

• • •

Business Milestones

Chain Belt Co. Acquisition

MILWAUKEE—Chain Belt Co., Milwaukee manufacturers of construction industry equipment, announced the purchase of the assets of the L. Burmeister Co. of Milwaukee, a manufacturer of concrete mixing and bulk handling equipment.

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New York Port Unit Sells Bonds at 3.66038% Rate, Its Top Since '35

NEW YORK—The Port of New York Authority sold \$28.8 million of airport revenue bonds to a four-manager syndicate headed by Halsey, Stuart & Co., Inc., Drexel & Co., Glore, Forgan & Co., and Ladenburg, Thalmann & Co.

The Port Authority agreed to pay a 3.66038% annual interest cost on the issue—the highest borrowing cost for the bi-state agency since 1935.

The winning syndicate named a bid of 100.061 for 6%, 3½%, and 2½% coupons. The only competing bid came from a group led by Harriman Ripley & Co., Inc., and Blyth & Co., Inc., which named a net borrowing cost of 3.705%.

The securities were reoffered at retail to yield from 2.70% on the June 1, 1958, maturities out to 3.70% in 1975. The bonds were reported selling at a "good" pace late yesterday afternoon.

On the Port Authority's last trip to the tax-exempt market, January 29, it sold \$50 million of 30-year term bonds at a 3.54% interest cost. At that time the Dow-Jones municipal yield index stood at 3.14%, compared with the current 3.44%.

Yesterday's interest cost was the highest for the agency since it sold \$16.5 million of bonds at a 3.91% net borrowing cost in 1935.

Proceeds from the latest sale will be used by the Port Authority for improvements at LaGuardia and New York International Airports.

Amarillo Bond Issue Authorized

AMARILLO, Texas—Voters authorized the City of Amarillo to issue \$3 million in general obligation bonds, with \$2.2 million scheduled for street improvements and the remainder for airport improvement and public buildings. Bids probably won't be invited until the latter part of August.

Prices of Recent Securities Issues

The original offering price and Street market are indicated below for recent issues of selected securities that are not listed on a principal exchange.

UTILITY BONDS Offering

Issues: Price Bid Asked

Boston Edison 4½% '87. 101.55 103½ 104½

Columbia G 5½% '82. 101.363 105 105½

Con Natl Gas 4½% '82. 101.08 104½ 105

Del P & L 5% '78. 101% 103½ 104½

Georgia For 5½% '87. 102.29 104% 105½

Gen'l Teleph 5% '87. 100 102% 103½

Inter Power 5% '87. 100 101 102

Met Ed 4½% '87. 101½ 101½ 101½

Mich Cn Gas 6½% '82. 103.218 108 108½

Mich Wisc Pl 6½% '77. 102.88 103½ 104

Nat Fuel G 5½% '82. 101.363 104½ 105½

N Y Teleph 4½% '91. 101.755 99½ 100

Nor Sta Pow 4½% '87. 100 99½ 99½

Puget S P&L 6½% '87. 103.459 105½ 106½

Sou Bell Tele 5% '86. 102.32 106½ 106½

Sou Cal Edis 4½% '82. 100.73 101½ 102

Sou Cal Gas 5½% '83. 101.807 103½ 103½

Tennessee G 5½% '77. 100 102½ 103½

OTHER BONDS

Chance Vgt 5½% '77. 100 98 98½

Trans Conti 5% '77. 101.63 97½ 98½

PREFERRED STOCKS

Kaiser Alum 4.75% '60 100 104½ 105½

Pacific F & L 6.18% '60. 103 104

Potomac Elec 5.24% '50 47 48

Financing Business

West Penn Power Sells \$20 Million Bond Issue At 4.825% Interest Cost

By a WALL STREET JOURNAL Staff Reporter

NEW YORK—West Penn Power Co. awarded its \$20 million block of first mortgage bonds of underwriters led by Halsey, Stuart & Co., Inc.

The group's successful bid—100.806 on a 4½% coupon—gave the Pennsylvania utility a borrowing cost of 4.825%.

Other bids for 30-year securities as 17½% came from: Lehman Brothers and Eastman Dillon, Union Securities & Co., jointly; 100.359; First Boston Corp. and Harriman Ripley & Co., Inc., jointly; 100.3199; and Kidder, Peabody & Co. and White, Weld & Co., jointly; 100.29.

The Halsey-Stuart syndicate is putting the bonds out for general distribution today—following compliance with Securities and Exchange Commission requirements—at 101.666, to yield 4.77% to maturity in 1987.

Indications of retail interest in the issue at that price were described as "favorable."

The bonds will be optionally redeemable at 106.541 during the first year and thereafter at prices ranging down to par.

On West Penn Power's last bond market trip, April 20, 1954, it sold a \$12 million block of 30-year 3s at 2.995%. It will put the proceeds from yesterday's 4½% into its construction program.

Pacific Power Awards Underwriting of Issue To 4-Manager Group

NEW YORK—Pacific Power & Light Co. accepted a bid for an underwriting of its 376,600-share (\$10,544,800) common offering to its stockholders.

A group led by Lehman Brothers, Eastman Dillon, Union Securities & Co., Bear, Stearns & Co. and Dean Witter & Co. submitted the successful proposal—a compensation to it of \$79,000, or somewhat less than 21 cents a share.

Ladenburg, Thalmann & Co.'s bid asked an underwriting compensation of \$92,944, or a little more than 24½ cents a share, and a Kidder, Peabody & Co. group asked \$154,406, or about 41 cents a share.

The new issue will be sent out for subscription by Pacific Power & Light's stockholders at \$28 a share, in the ratio of one new share for each 10 held of record July 10. Any shares unsubscribed at the close of the offering period on August 1 will be purchased by the underwriters.

The Portland, Ore.-based utility will use the proceeds to pay bank loans and for construction.

Manufacturers National Bank Of Detroit's Offering on Sale

NEW YORK—Manufacturers National Bank of Detroit's 156,600-share (\$5,481,000) offering to its stockholders is under way.

Holders can subscribe to the issue at \$35 a share, in the ratio of one new share for each seven held of record July 9.

Blyth & Co., Inc., First of Michigan Corp. and Walling, Lerchen & Co., the underwriters, are set to purchase any shares unsubscribed at the close of the offering period on July 26.

Epsco Offering of 60,000 Shares of Common on Market

NEW YORK—A public offering of \$18 a share was announced by W. C. Langley & Co. and associates.

Proceeds of the sale will be used to repay bank loans and swell working capital, making possible increased inventories. The Boston-based data processing and automatic control

The securities were reoffered at retail to yield from 2.70% on the June 1, 1958, maturities out to 3.70% in 1975. The bonds were reported selling at a "good" pace late yesterday afternoon.

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Bond Markets

Corporates Close Firm As New Issues Sell Well; Treasurys Lose Ground

By a WALL STREET JOURNAL Staff Reporter

NEW YORK—A late surge in the corporate market featured an otherwise quiet bond market.

After holding steady most of the day with only a trickle of volume, investment grade corporates picked up in price and activity towards the close of the day.

Some potential buyers were standing on the sidelines recently, waiting to see the reception of new issues," one trader stated. "With the market absorbing these new issues satisfactorily, these customers needed only some stimulus to resume buying," he added, "and Secretary Humphrey's opposition to further increases in the discount rate may be enough to spark a new wave of support."

Some dealers closed the Victory Loan 2½s of December, 1967-72, at 87.8-32 bid, off \$32. The 3½s of June, 1978-83, were 94.16-32 bid, off 4-32, and the 40-year 3s were off at 88.24-32 bid.

Rails again were quiet, with prices little changed.

Bidding for new issues was spirited in the municipal market, with dealers reportedly buying partly to replenish inventories. "There is business—and profit—at this level," said one dealer. "We feel the market may stay at this level for a while, rather than try to push up too high and risk buyer resistance," he concluded.

Convertible bonds were generally higher and moderately active.

Foreign liens were inactive; prices steady.

Austrian Dollar Bonds

The traditional summer doldrums may be anything but dull for holders of defaulted Austrian dollar bonds. The U. S. Senate recently removed the last major barrier in the way of renewed payments by ratifying a treaty that specifies which bond numbers are invalid—looted or previously repurchased liens. The remaining bonds are eligible for dollar payoffs as soon as treaty-exchanging formalities and bank arrangements are disposed of. Present indications are that holders may get first payments about August 1—and if there are no mishaps this may include coupons chargeable to West Germany as well.

firm supplies components for scientific, industrial and military uses.

California General Telephone Preferred Issue Authorized

SAN FRANCISCO—General Telephone Co. of California has been authorized by the California Public Utilities Commission to sell 500,000 shares (\$10 million) of \$20 par cumulative preferred stock.

The company was exempted from competitive bidding in respect to the offering and will negotiate its sale. When negotiations indicate a dividend rate for the issue, the commission is expected to approve the arrangement before the sale is actually completed.

General Telephone will use the proceeds for payment of bank borrowings which aggregated \$7 million as of March 31, and for other corporate purposes.

Texas Electric Sets Date

NEW YORK—Texas Electric Service Co. set noon July 15, here, as the deadline for bids on its proposed \$18 million issue of first mortgage bonds due.

Officers of the utility will meet with prospective bidders in New York at 11 a.m. July 12 to discuss the information contained in the registration statement, it was announced by J. B. Thomas, president.

Pittsburgh Screw & Bolt

NEW YORK—Private financing arrangements for Pittsburgh Screw & Bolt Corp.'s new \$8 million plant have been completed through First Boston Corp. In addition to \$500,000 generated internally, the industrial fastener company took a revolving credit for \$2 million from Mellon National Bank & Trust Co. and Union National Bank of Pittsburgh and received \$3,500,000 from insurance companies.

Associates Investment Co.

NEW YORK—Salomon Bros. & Hutzler and Lehman Brothers announced the closing of subscription books on the offering of \$20 million Associates Investment, 5½% subordinated debentures, due June 1, 1977.

Money Rates

NEW YORK—Banker acceptance rates on 90-day bills were quoted 3½% to 3½%, 120-day bills are 3½% to 3½% and the 180-day bills 3½% to 3½%.

Federal funds bid at 3%.

Call money lent dealers on bills and Treasury was quoted at 4%.

Call money on stock exchange collateral was 4½% to 4½%.

Commercial paper sold through dealers four to six months maturity was 3½% to 4½%.

Commercial paper placed directly by the major finance companies one to nine months maturity was 3½% to 4%.

The Port of New York Authority will use the proceeds to pay bank loans and for construction.

Montreal Accepts 5.70% Cost on \$25 Million Issue

NEW YORK—The City of Montreal, driven to U. S. financing by high rates at home, accepted a 5.70% interest cost on its \$25 million of 5½% sinking fund debentures.

The debentures, broken up into a \$7,200,000

block due February 15, 1977, and \$17,800,000 due March 1, 1977, were taken on a bid of \$4.85. The successful syndicate was headed by Lehman Brothers, White, Weld & Co., Eastman Dillon, Union Securities & Co., and Blyth & Co., Inc., jointly.

The group expected to offer the debentures after compliance with Securities and Exchange Commission regulations—at 97, to yield 5.50%. "Considerable investor interest" was expected.

Montreal first tried to raise the money,

needed for local improvements and public works, through Canadian money markets. On May 22, however, the city rejected a Canadian bid for \$10 million of 5½% at a net interest cost of 6.11%.

Commodities

Price Trends of Tomorrow's Meals and Manufactures

Coffee Futures Fall as Chain Stores Cut Prices; Brazil Offerings Lower Sugar; Grains Falter

Uncertainty over crop prospects and quiet cash markets resulted in small price changes and quiet dealing in futures.

The grain trade awaited publication of the Government's July 1 crop report. It was released after the close of trading yesterday.

Most activity in grains yesterday involved awaiting up of commitments. Wheat at Chicago closed unchanged to up 1/4 cent a bushel. Reports of additional damage to the winter wheat crop in parts of Kansas brought buying into the Kansas City wheat futures market where prices advanced 1 to 1 1/2 cents a bushel.

The Government estimated the total 1957 winter wheat crop at 940 million bushels. This was about 21 million bushels larger than a recent private estimate.

The Government also estimated higher prospective 1957 crops of corn and oats than expected by traders.

Coffee futures at New York dipped as much as 90 points. Slow roaster demand for green coffee beans and talk of a cut in coffee prices by leading chain stores caused selling. Late in the day a cut of 4 cents was announced.

Profit-taking cut values for lard futures at Chicago 15 to 25 points.

World sugar futures finished unchanged to off 12 points. Reports that Brazil offered sugar to European buyers at prices about 20 points lower than the present Cuban asking prices were responsible for the selling.

Shall egg futures at Chicago closed 40 to 55 points lower with selling influenced by lighter shipments of eggs from storage. Irregularity in prices paid for eggs by the Army and expectations that yesterday's Government report would show large egg production during June also weighed on the market.

HIGHER

Wheat—Unchanged to up 1/4 cent a bushel at Chicago. Minneapolis was off 1/2 to up 1/4 cents a bushel, with Kansas City up 1 to 1 1/2 cents.

Flaxseed—Up 1/4 to 5 cents a bushel at Winnipeg. Minneapolis was off 1/2 to 3 cents.

Wool—Up to 18 points at New York.

Zinc—Unchanged at New York.

Cotton—Up 2 to 8 points at New York. New Orleans was up 5 to 23 points.

IRRIGATED

Rye—Off 1/4 to up 3 cents a bushel at Chicago. Winnipeg was up 35 to 45 cents.

Cocoa—Off 2 to up 30 points at New York.

Rubber—Off 10 to up 5 points at New York. London was off 14 points, with Singapore unchanged.

Hides—Off 9 to up 15 points at New York.

LOWER

Corn—Off 1/4 to 1 cent a bushel at Chicago. Oats—Unchanged to off 1/4 cent a bushel at Chicago. Minneapolis was unchanged to off 1/4 cent a bushel, with Winnipeg unchanged to 5 cents.

COTTON

Soybeans—Off 1/4 to up 3 cents a bushel at Chicago. Winnipeg was off 1/2 to 3 cents.

Coconut—Off 2 to up 30 points at New York.

London—Off 14 points, with Singapore unchanged.

Hides—Off 9 to up 15 points at New York.

CHICAGO-CORN

Wheat—Unchanged to up 1/4 cent a bushel at Chicago. Minneapolis was off 1/2 to up 1/4 cents a bushel, with Kansas City up 1 to 1 1/2 cents.

Flaxseed—Up 1/4 to 5 cents a bushel at Winnipeg. Minneapolis was off 1/2 to 3 cents.

Wool—Up to 18 points at New York.

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CHICAGO-COCONUT

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CHICAGO-COCONUT

Esso Cuts Light Heating Oil Prices 0.4 Cent A Gallon on East Coast

By WALL STREET JOURNAL Staff Reporter
NEW YORK—Esso Standard Oil Co., marketing affiliate of Standard Oil Co. (New Jersey) cut the price of light heating oils by 0.4 cents a gallon in its East Coast marketing areas from Maine to South Carolina.

Only last month the company had increased the prices of these fuels by 0.2 cents a gallon.

In inland areas where pipe line facilities are available the reduction is 0.2 cents a gallon. These areas include certain parts of the Carolinas and Louisiana and Arkansas.

The reduction brings the price of No. 2 heating oil in Manhattan to 15.1 cents a gallon delivered at the home.

An Esso spokesman said the cut was being made "to meet competition as it exists right now." This probably refers to the fact that some marketers have been offering discounts on their fuel oils ever since the price rose in the latter part of June.

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Billy Graham

7:30

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ALL SEATS FREE
MADISON SQUARE GARDEN
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Evenings \$3.00 Mats. Wed. & Sat. 2:30

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THE SMASH HIT MUSICALE

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Evenings at 8:30 Mats. Wed. & Sat. 2:30

“ETHEL MEGHAN ROCKS BROADWAY
IN ‘HAPPY HUNTING’”—Associated Press

ETHEL MERMAN IN
HAPPY HUNTING

FERNANDO LAMAS
MAJESTIC W. 44th Mats. Wed. & Sat.

“ONE OF THE BEST MUSICALS OF
THE CENTURY”—Washington Times

REX HARRISON ANDREWS
IN CRITICS’ PRIZE MUSICAL

MY FAIR LADY

Mail Orders Filled, Even. 8:30, 5:00, 7:00, 8:00,
4:00, 5:30, 6:30, 7:30, 8:30, 9:00, 10:30, Tax Inc.
Evening, Last 2 dates, Sat. 2:30

Alt-Cond. MARK HELLINGER, 51st St. W. of Hwy

“HIT Musical”—Calexico Motor

Gwen Verdon

Thelma Ritter

in The New Musical

NEW GIRL IN TOWN

Alt-Cond. 40th ST. THEA. W. 44th St. Cir. 6-4221
Even. at 8:30 Mats. Wed. & Sat. at 2:30

“HIGHLY AMUSING COMEDY”—Barron, A.P.

TOM WELL IN

THE TUNNEL OF LOVE

DARREN McGAVRAY ROYALTY, 242 W. 44th St. Cir. S-5760
Even. at 8:30 Mats. Wed. & Sat. at 2:30

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WSJ-T-11

N. Y. Stock Exchange Closing Bid and Asked Prices of Stocks Not Traded

Bid Asked

Abbott L pf 99 100

Air Red pf 152 152

Alfa & Vicks 152 152

Alleg pf 71% 72

Alleg pf 30 32

Alleg pf 321% 334

Alleg & W. 109 111

Allied Kid 3% 3%

Allied Mill 29% 29%

Allied Mill 75 77

Alma L 27% 28%

Am Bak 1% 1%

Am Bak 61 61

Am Bak 19% 19%

LIL pf 28% 28%

Am Crs 47% 47%

Am Euro 13% 14%

LIL pf G 95 97

Mac And pf 78% 81

Mac Mid pf 90 93

Mac Mid pf 24% 25%

Mac Mid pf 118 120

Mac Mid pf 42% 45

Met Ed 4.33 4.33

Met Ed 3.85 3.85

Met Ed 29% 29%

Met Ed 100 101

Met Ed 22% 22%

Met Ed 15% 15%

Met Ed 40 40

Met Ed 27 28

Met Ed 88 91

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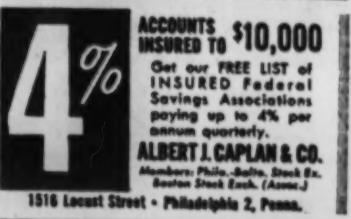
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E-20

American Stock Exchange Bonds
VOLUME, \$60,000

SINCE JANUARY 1

1957 1956 1955
Total sales \$8,430,179 \$12,677,000 \$12,821,000

Net sales \$1,000 High Low Last Chg.

130 111% Burroughes & St. 130 111% 130 111% 130 111%

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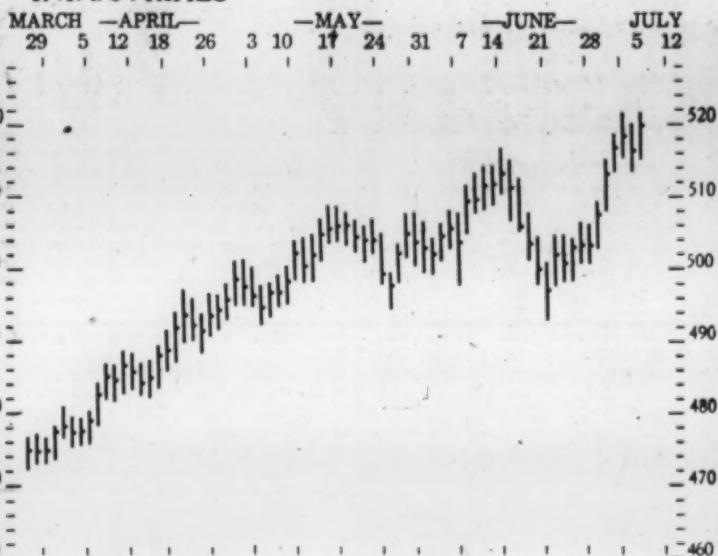
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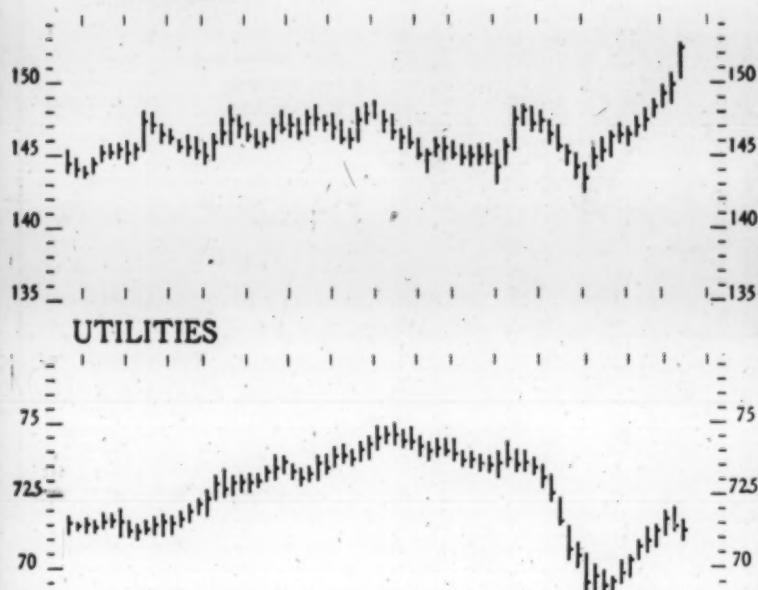
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The Dow-Jones Averages

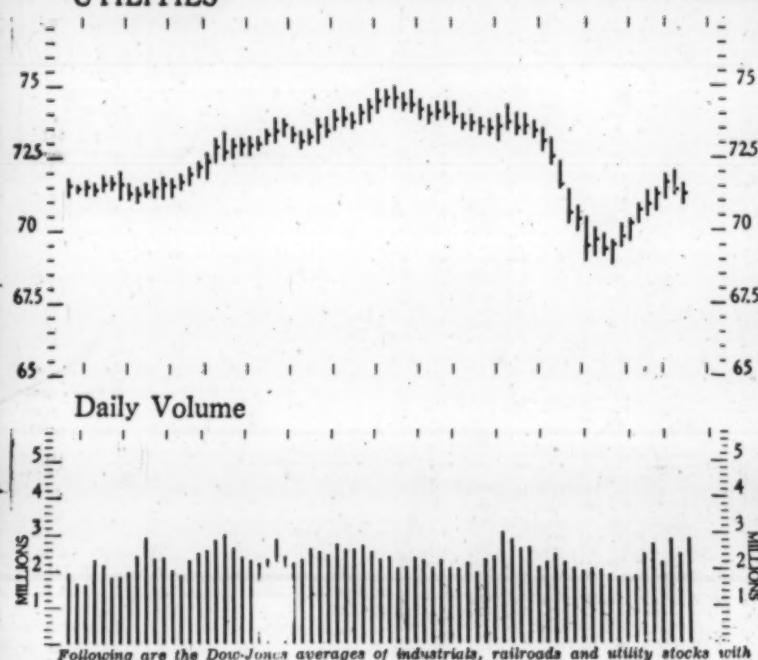
INDUSTRIALS



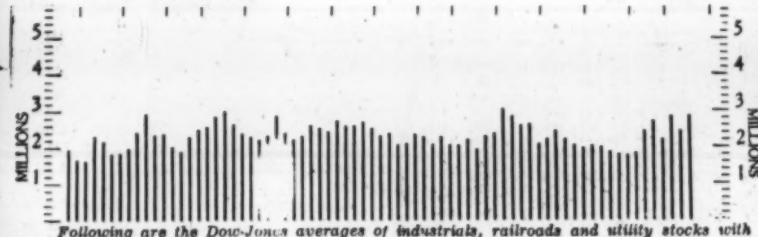
RAILROADS



UTILITIES



Daily Volume



Abreast of the Market

EDITED BY OLIVER J. GINGOLD

Stocks surged forward on the New York Stock Exchange yesterday in a renewed display of strength which came close to pushing the Dow-Jones industrial average to its highest level on record. Railroads, which had resisted selling pressure during the market's brief respite Tuesday, led the new phase of advance and the gain for the carrier index was the widest of the 11 straight which have brought it to the best level since January 17. Volume expanded sharply along with prices.

Individual gains of one to more than two points were commonplace and well spread through the list. As a group, steels were a standout in the industrial division, with the notable exception of Lukens. This issue experienced a delayed opening on a block of 11,000 shares at 108, off 9%. It subsequently rallied to 112½ but sank to 106 and closed at 104½ off 10%. The flood of offerings resulted from disappointment in the company's overnight earnings report which showed a sizable decline in second quarter net from that of the first three months.

Chemicals rebounded from Tuesday's softness and motors were in better demand than for some time. Electricals and oils improved steadily. Aircrafts were backward, as were utilities, the average for which eased fractionally as investors neglected these steady income producers.

Specialties in the limelight included U. S. Borax, Corning Glass, International Telephone, General Tire, Safeway, Anderson-Clayton, Revlon and Schering. As regards the latter two, banking sources say that Revlon, having acquired about 180,000 shares of Schering in the open market, now is planning an exchange-of-stock offer to get control of Schering. According to Wall Street conjecture, the offering would

Democrats to Push New Program For Government-Built Reactors

Strauss Denies He Supports Proposed \$210 Million Plan for Power Units

By A WALL STREET JOURNAL Staff Reporter

WASHINGTON—Congressional programs have decided to push a new \$210 million program for Government construction of nuclear reactors to produce electricity.

What's more, they thought they had won the reluctant agreement of Atomic Energy Commission Chairman Lewis Strauss to go along with at least part of the program rather than have Congress cut off funds for some A.E.C. projects. But late yesterday, Mr. Strauss denied he had accepted the program. He issued a statement declaring, "Such reports are incorrect . . . my position in opposition to Government construction and operation of large atomic reactors for the generation of electrical energy is unchanged."

However, both Democratic and Republican members of the joint atomic energy committee insisted Mr. Strauss had reluctantly agreed to accept part of the new program at a closed session Tuesday and the record of the session would show that.

Four Reactors in Program

Democrats on the committee have definitely agreed to add to a pending bill to authorize the A.E.C. program for fiscal 1958 a provision for Government construction and operation of four small commercial atomic power reactors. These four, costing about \$50 million, were originally down in the A.E.C. program for construction and operation by co-ops and other public power groups, with Federal financial help.

Committee members said that at Tuesday night's session, Mr. Strauss, under Democratic threats of Federal construction and operation or nothing, agreed to making these all Federal projects.

The Congressional Democrats have also decided to try and add to the bill two larger projects which Tuesday night Strauss was still opposing: a \$95 million dual-purpose reactor at Hanford, Washington, and a \$50 million gas-cooled reactor at Arco, Idaho.

In addition, the Democrats want the commission to start work on a \$15 million plutonium recycling reactor at the A.E.C.'s big plutonium works at Savannah River, Ga. This type of reactor would be used to create plutonium from natural uranium. The plutonium, which is fissionable, would be used as fuel. This material is now used to make atomic weapons.

General Electric Co. is conducting a program for the A.E.C. at Hanford, Wash., to demonstrate the feasibility of a plutonium-fueled reactor. The commission has said it hopes to build an experimental reactor as part of the program.

Democrats on the committee several times noted the large stocks of plutonium which the U. S. apparently has and urged the commission to get started on developing a reactor which would use this material as fuel. The A.E.C. has said that such a reactor would be a "major step" toward low-cost atomic electricity.

The Atomic Energy Committee Democrats have also agreed to continue for at least another year the authorization for the A.E.C. to

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Bubble Bath to Battle Dirty Creosote Smog

SEATTLE, Wash.—A creosote plant near here is going to get a continual bubble bath in an effort to make it socially acceptable.

Residents have complained about heavy brown smoke from the creosote plant's wet bark incinerator. So the West Coast Wood Preserving Co., plant operator, will install the bubble-bath idea, an invention of John H. Forrest of Vancouver, B. C. It is said to be used in several British Columbia shingle mills.

Smoke will be drawn through bubbling water on the theory it will leave both smell and dirt behind in the water and emerge as a clean gas.

The Seattle Air Pollution Control Board will watch the experiment with interest.

Universal Match Sees Gain In 1st Half Net Over 1956

ST. LOUIS—Universal Match Corp. earnings during the first half of 1957 will be "reasonably better" than the \$1.29 earned for the 1956 six months ended June 30, Leonard V. Finder, vice president and secretary, told Dow-Jones.

He emphasized earnings this year include income from National Reectors, Inc., affiliated manufacturer of coin handling devices. Universal Match acquired a 55.9% equity interest in the affiliate last September.

Inclusion of Universal Match's share of this income should help boost full year 1957 per share earnings a dollar higher than the \$2.65 earned in 1956, Mr. Finder said. The company reported net income of \$1,282,034 in 1956 on sales of \$31,077,298.

Order backlog of the armaments division are currently running \$1.5 million higher than a year ago, Mr. Finder said. Included in the backlog is a \$2.2 million research, development and products contract with the armed forces guided missile program, which is "only part of a much larger contract," under negotiation, he said.

Hunt Foods Reports Net of 70 Cents a Share In Six Months to May 31

By A WALL STREET JOURNAL Staff Reporter

FULLERTON, Calif.—Hunt Foods Industries, Inc., and subsidiaries report a net income after charges, taxes and preferred dividends of \$1,612,736 or 70 cents a share on 2,308,131 common shares for the six months ended May 31, 1957. Sales for the half year totaled \$52,427,105.

Indicated second quarter net income after preferred dividends was \$860,836 or 37 cents a common share on sales of \$28,755,705. First quarter net after preferred dividends was \$752,900 or 33 cents a common share on sales of \$23,871,400.

Russell J. Miedel, president, said comparative figures for the like 1956 periods are not possible because the companies which now comprise Hunt Foods & Industries were not consolidated until May, 1956. The company was formed by consolidating Hunt Foods, Inc., and Ohio Match Co.

Mr. Miedel predicted that "with reasonable maintenance of present economic conditions, operations and earnings for the full year will be comparable with 1956." For 11 months ended November 30, 1956, the consolidated companies then known as Ohio Match, earned \$1.70 a share on a net income of \$4,244,614 and sales of \$109,810,147.

Mr. Miedel said that six month earnings for this year do not reflect potential earnings of the full year. "The canning division of the company's business, in common with the food industry in general, has experienced reduced earnings as a result of more competitive market conditions this year, caused in turn by large inventory carry-over of many items," he stated.

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United Air Lines Traffic

NEW YORK—United Air Lines flew an estimated 483,732,000 passenger miles in June, a 3% gain over the total for June, 1957, and a new record for any month in the carrier's history. Air freight carried during June at 5,327,000 ton miles was up 25% over June of last year. Mail carried gained 7% over a year previous to reach a total of 2,377,000 ton miles.

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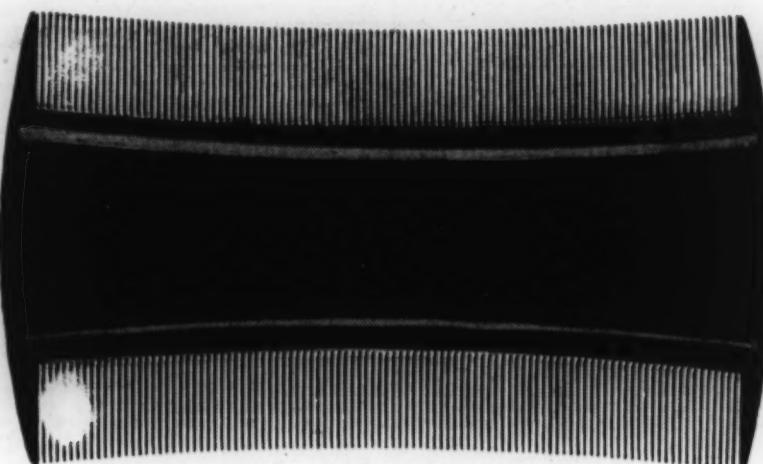


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